



## Selling the Man Your Salesman Never Sees

**P**ROFITABLE orders are often lost because the man your salesman sees can't resell your proposition to some man your salesman doesn't see.

In some grain offices, some inner sanctum, some director's room, some elevator's private office the decision goes against you without your ever having had a chance to present your case.

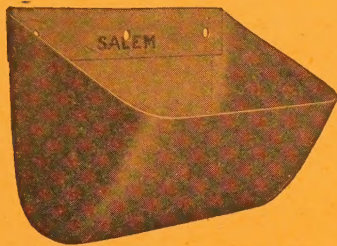
Into these blue pencil rooms where salesmen seldom penetrate advertising goes whenever you choose to send it.

Because of this it sometimes pays to use widespread advertising to influence a comparatively small number of people. Though 95 per cent of the readers of the publication may never be in the market for your product, the value of reaching the other 5 per cent may be so great as to justify the cost.

The American Association of Advertising Agencies



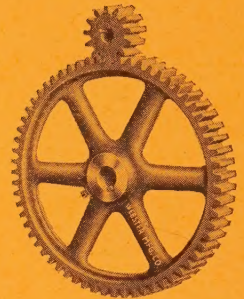
# Webster Equipment *for* Grain Elevators



Salem Elevator Buckets



Grain Scoops



Spur Gear



Sprocket Wheels

## WEBSTER ACCESSORIES FOR GRAIN ELEVATORS

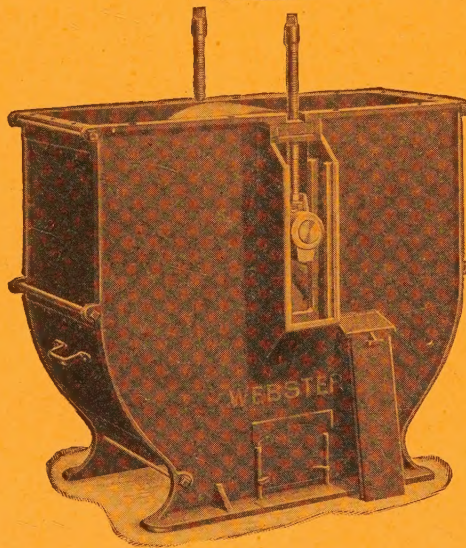
The Webster line of accessories for Grain Handling Plants is complete. Every part is designed and built to the same high standard characteristic of Webster Equipment.



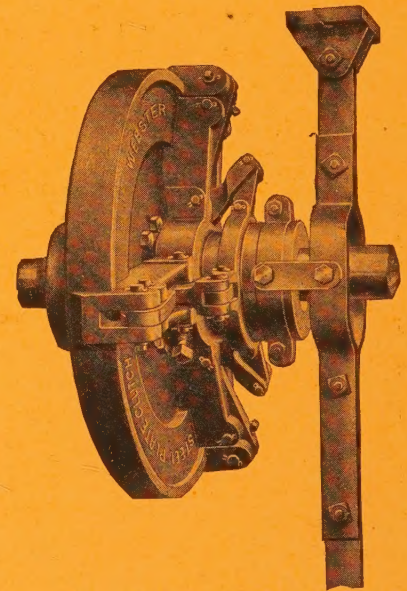
Detachable Chain



Take Ups



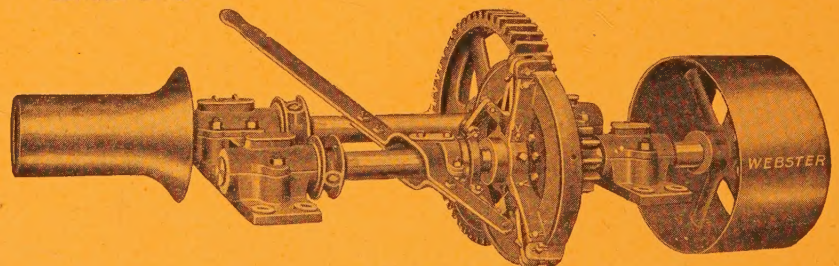
Elevator Boots



Friction Clutches



Minneapolis "V" Elevator Buckets



Car Pullers

# THE WEBSTER MFG. COMPANY

4500-4560 CORTLAND ST. CHICAGO

Factories-Tiffin, O. and Chicago - Sales Offices in Principal Cities



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Sims, wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., receivers & shippers.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

### BOSTON, MASS.

Chamber of Commerce Members.

Beuzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Anchor Grain Co., Inc., grain and feed.\*  
Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKilien, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Townsend Ward Co., The, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shprs.\*

### CHATTANOOGA, TENN.

Chattanooga Feed Co., mfrs. feed; shprs. gr., hay, feed.

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Frecman & Co., Henry H., grain, hay, straw.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Requa Bros., wheat a specialty.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rumsey & Co., grain commission.\*  
Sawyers Grain Co., consignments.\*

\*Member Grain Dealers National Association.

### CHICAGO, ILL. (Continued).

Schiffman & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Udike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*

### CIRCLEVILLE, OHIO.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. L., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Raldwin & Co., H. L., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Donley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Crowell Elevator Co., wholesale grain.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dunsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats a specialty.\*  
Lockwood, Lee, broker.\*  
Marshall Hall Grain Co., grain commission.\*  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., gr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, buyers for mills.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.\*  
Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The Lew, grain merchants.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants & Comm.\*  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.\*  
Shotwell & Co., Chas. A., grain and scales.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, mlo.\*  
Davis Grain Co., A. C., grain commission.\*  
Davis-Noland-Merrill Grain Co., grain merchants.\*  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.\*  
Fuller Grain Co., consignments.\*  
Goffe & Carkner, grain commission.\*  
Lichtig & Co., H., kafir, mlo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
McCord-Logan Grain Co., commission merchants.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Secular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LAWTON, OKLA.

Western Grain Co., hay, grain, seeds, mill pdts.

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, millfeed.\*

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEXAS.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Kamm Co., P. O., grain shippers.\*  
Milwaukee Grain Com. Co., recvs. grain and seed.

## MERIDIAN, MISS.

Board of Trade Members.

Threefoot Bros. & Co., whole. grain, feed, str., gro.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers, all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.

## NEW ORLEANS, LA.

Board of Trade Members.

Fox Co., C. B., exporters.\*

## NEW YORK CITY.

Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Scannell Grain Co., E. M., grain and feed.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. E., commission merchants.\*  
Vandenburgh, Jesse, milling wheat.\*  
Vandever Grain Co., wholesale grain.  
White Grain Co.\*

## OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Flanley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., commission and brokers.  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.

## PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Bowen Grain Co., S. D., receivers and shippers.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Lake Grain Co., grain commission.\*  
Miles, P. R. & C. O., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feed.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Geldel & Leubin, grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## ROANOKE, VA.

Albergotti Bros. & Co., grain, feed, hay, flour brokers.\*

## RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.\*  
Mayo Milling Co., millers, grain, feed seeds.\*  
Morriss & Co., C. F., grain, feed, hay, flour brokers.\*  
Saginaw Milling Co., jobbers grain, hay, feed, beans.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Button-Simmons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingsuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Pleker & Beardsley Com. Co., grain and grass seed.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SUFFOLK, VA.

Tidewater Brokerage Co., brokers, distributors.

## SUPERIOR, NEBR.

Bossemeier Bros. Terminal Elevator.\*

## TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Kansas Flour Mills Co., receivers and shippers.\*  
Raymond Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., exporters.\*  
Strong Trading Co., wholesale grain and feed.\*  
Terminal Elevators, exporters.

## WICHITA FALLS, TEXAS.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.

\*Member Grain Dealers National Association.

Chamber of Commerce  
Members

# MINNEAPOLIS

Chamber of Commerce  
Members

**MARFIELD GRAIN CO.**  
MINNEAPOLIS, MINN.  
Receivers and Shippers

**SHEFFIELD ELEVATOR COMPANY**  
MINNEAPOLIS  
GRAIN SHIPPERS  
Ask for Samples of Milling Wheat, Feed and  
Milling Barley  
WRITE FOR QUOTATIONS

**Cereal Grading Co.**  
GRAIN MERCHANTS

We buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
consignments.

LIBERAL ADVANCES

Operators of Elevator "R"

Chamber of Commerce  
MINNEAPOLIS

# CARGILL COMMISSION COMPANY

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

## SHIP TO CARGILL

"You can't do better; You might do worse."

CORN -- OATS -- BARLEY -- RYE  
For Prompt Shipment in any Quantity

**The VAN DUSEN-  
HARRINGTON CO.**

MINNEAPOLIS

DULUTH

# YOUR MESSAGE

Let the Grain Dealers Journal your message bear  
To progressive grain dealers everywhere.



# BUFFALO

is, geographically and from a railroad point of view, the natural destination of shipments of grain from Ohio, Indiana and Eastern Illinois.

All Western Roads converge here, either directly, or through their connections.

All Eastern Roads are available, through Eastern trunk lines and connections.

Its weighing and inspection departments are unexcelled for promptness and efficiency.

Its elevator facilities are vastly superior to those of any market east of Chicago.

All things considered, its charges of all kinds are as low as the lowest, and as good as the best.

Write to any of the firms whose names appear below, for any information you may require.

**A. C. Davis, Inc.**

Grain Commission

**A. W. Harold**

Grain—Barley a Specialty

**Anchor Grain Co., Inc.**

Grain and Feed

**J. G. McKillen, Inc.**

Receivers and Shippers

**Armour Grain Co.**

Grain Merchants

**McConnell Grain Corporation**

Commission Merchants

**Burns Bros. Grain Corp.**

Grain Commission

**The Townsend-Ward Co.**

Grain Merchandising and Consignments

**Seymour-Wood Grain Co.**

Consignments

**Pratt & Co.**

Receivers and Shippers

**Sunset Feed & Grain Co., Inc.**

Receivers and Shippers

**S. M. Ratcliffe**

Commission Merchants

Board of Trade  
Members

## PEORIA

Board of Trade  
Members

Peoria offers a strong outlet for  
NEW CORN

**W. W. DEWEY & SONS**

COMMISSION MERCHANTS

33-35 BOARD OF TRADE, PEORIA, ILL.

**H. D. BOWEN GRAIN CO.**

Receivers and Shippers

**CONSIGNMENTS**

18 BOARD OF TRADE, PEORIA, ILL.

**P. B. and C. C. Miles**

Established - 1875

Incorporated - 1910

**Peoria, Illinois**

Handling Grain on Commission Our Specialty

*A Kansas dealer, who advertised his elevator for sale in the Journal, at a stipulated price, received so many replies from prospective buyers he decided to keep it.*

**Turner-Hudnut Company**

Receivers **GRAIN** Shippers

42-47 Board of Trade

## Do It Now

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

Special Wire and Salesman Service

## LAMSON BROS. CO.

WHEAT, CORN  
OATS, RYE

166 W. Jackson Blvd. Chicago, Ill.

CONSIGNMENTS  
SOLICITEDWE PLACE  
GRAIN TO ARRIVEJOHN E. BRENNAN & CO. GRAIN and SEEDS  
COMMISSION MERCHANTS CHICAGO

## HENRY RANG &amp; CO.

Commission Merchants  
CHICAGO MILWAUKEEBranch Offices  
Des Moines, Ia. Algona, Ia. Carroll, Ia.  
Sheldon, Ia. Fairmont, Minn.

CONSIGN TO

## WEGENER BROS.

Grain Commission

309 SOUTH LA SALLE STREET  
CHICAGOChicago Grain & Salvage Co.  
DEALERS INSALVAGE GRAIN  
GRAIN, FEEDS, Etc.WRITE OR WIRE  
930 Postal Telegraph Bldg. CHICAGO

## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.

## Henry H. Freeman &amp; Co.

COMMISSION MERCHANTS

## GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

BARTLETT FRAZIER CO. GRAIN MERCHANTS  
Western Union Bldg.  
CHICAGO

SHIP US THAT NEXT CAR

## Harris, Winthrop &amp; Co.

15 Wall Street, New York  
The Rookery, Chicago

## GRAIN COMMISSION

Members of Principal Exchanges

## GERSTENBERG &amp; CO.

COMMISSION MERCHANTS  
GRAIN and SEEDS

Barley a Specialty

Personal attention given  
Sample Orders

309 S. La Salle St. CHICAGO

Traveling Representatives:

Ray Gerstenberg Jack De Courcy

Branch Office:

FT. DODGE, IOWA A. J. MOORE, Mgr.

For Best Results  
CONSIGN

## ReQua Brothers

Board of Trade, CHICAGO

W. M. TIMBERLAKE, Mgr. Cash Grain

Eugene Schifflin P. H. Schifflin, Jr. R. E. Andrews  
Pres. Treas. Sec.

## Philip H. Schifflin &amp; Co.

(INC.)

## GRAIN COMMISSION

515-518 Postal Telegraph Bldg.

Chicago

Branch Offices:

F. F. Munson Champaign, Illinois  
R. T. O'Neill Joliet, Illinois  
G. N. McReynolds Mason City, Iowa  
B. L. Nutting Spencer, IowaE. W. BAILEY & CO.  
Commission Merchants

Receivers and Shippers of

GRAIN, SEEDS, PROVISIONS

72 Board of Trade, CHICAGO

Upon readers patronage of its  
advertisers depends the success of  
the *Grain Dealers Journal* work.  
Will you mention it?

## BARLEY WANTED

Two Rowed and  
Heavy White

Send Samples

Also Send Samples Buckwheat

## The Quaker Oats Company

Grain Department  
Chicago, Illinois

Ponteix, Sask., Canada.—I have read  
the *Grain Dealers Journal* for a consider-  
able number of years with profit and  
pleasure.—T. H. Kavanagh, grain buyer  
Alberta Pacific Elevator Co.



Board of Trade  
Members

# CHICAGO

Board of Trade  
Members

**Rosenbaum Brothers**  
Grain Merchants

Board of Trade Chicago, Ill.

**J. C. SHAFFER GRAIN CO.**  
Grain Merchants  
111 W. Jackson Boulevard  
Chicago, Ill.

**Rosenbaum Grain Corp.**  
Grain Commission Merchants  
CHICAGO

WE WANT YOUR BUSINESS  
NOT LATER—BUT TODAY  
Especially Consignments  
GRAINS ALL WAYS  
**McKENNA & DICKEY**  
60 Board of Trade, Chicago

**POPE & ECKHARDT CO.**  
GRAIN and SEEDS  
111 W. Jackson St. CHICAGO

## BUYERS AND SELLERS

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

**RUMSEY & COMPANY**  
COMMISSION MERCHANTS

Board of Trade Chicago, Illinois

**THE UPDIKE GRAIN COMPANY**  
"The Reliable Consignment House"

CHICAGO OMAHA KANSAS CITY MILWAUKEE SIOUX CITY

**GARHART CODE HARWOOD CO.**  
Grain Commission  
Board of Trade CHICAGO

**HITCH & CORDER**  
COMMISSION MERCHANTS  
Members Chicago Board of Trade.  
Webster Bldg., 327 So. La Salle St., CHICAGO, ILL.  
Tel. Wabash 6584

**NASH-WRIGHT GRAIN CO.** Telephone Harrison 2379  
Commission Merchants 66A Board of Trade Building, CHICAGO

**ARMOUR GRAIN COMPANY**  
GRAIN MERCHANTS  
Manufacturers of  
ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS  
208 So. La Salle Street, Chicago, Ill.

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO  
**J. H. DOLE & COMPANY**  
RECEIVERS AND COMMISSION MERCHANTS  
327 South La Salle Street CHICAGO, ILL.

# THE CORN EXCHANGE NATIONAL BANK of Chicago

Capital and Surplus Fifteen Million Dollars

## Officers

ERNEST A. HAMILL, Chairman of the Board  
EDMUND D. HULBERT, President  
CHARLES L. HUTCHINSON, Vice-President  
OWEN T. REEVES, JR., Vice-President  
J. EDWARD MAASS, Vice-President  
NORMAN J. FORD, Vice-President  
JAMES G. WAKEFIELD, Vice-President  
EDWARD F. SCHOENECK, Cashier  
LEWIS E. GARY, Assistant Cashier  
JAMES A. WALKER, Assistant Cashier  
HUGH J. SINCLAIR, Assistant Cashier  
C. RAY PHILLIPS, Assistant Cashier  
FRANK F. SPIGLER, Assistant Cashier  
WILLIAM E. WALKER, Assistant Cashier

## Directors

WATSON F. BLAIR,  
CHAUNCEY B. BORLAND, Managing  
Boardland Properties.  
EDWARD B. BUTLER, Chairman Board  
of Directors Butler Bros.  
BENJAMIN CARPENTER, President  
Geo. B. Carpenter & Co.  
CLYDE M. CARR, President Joseph  
T. Ryerson & Son.  
HENRY P. CROWELL, Chairman of  
Board Quaker Oats Co.  
ERNEST A. HAMILL, Chairman of  
the Board.  
EDMUND D. HULBERT, President  
CHARLES H. HULBURD, President  
Elgin National Watch Co.  
CHARLES L. HUTCHINSON, Vice-  
President  
JOHN J. MITCHELL, Chairman of  
Board Illinois Trust and Savings Bank  
MARTIN A. RYERSON  
J. HARRY SELZ, President Selz, Schwab  
& Company  
ROBERT J. THORNE  
CHARLES H. WACKER, President  
Chicago Heights Land Assn.

Foreign Exchange—Letters of Credit—Cable Transfers

Accounts of Grain Merchants Invited

Board of Trade  
Members

# CAIRO

Board of Trade  
Members

**CORN** Halliday Elevator Company **OATS**  
GRAIN DEALERS  
CAIRO, ILL.



Board of Trade  
Members**KANSAS CITY**Board of Trade  
MembersHandling  
Consignments  
and Futures  
44 Years**B. C. Christopher & Co.**

KANSAS CITY, MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed**Davis-Noland-Merrill Grain Co.**

operating Terminal Elevator

Capacity 2,500,000 bushels—Superior service to millers and grain dealers

G. H. DAVIS, President

N. F. NOLAND, Vice-President

HAROLD A. MERRILL, Treasurer

M. GUNDELFINGER, Secretary

**SHANNON GRAIN COMPANY**  
**CONSIGNMENTS**

201-2 Board of Trade KANSAS CITY, MO.

Consign to

**WATKINS GRAIN CO.**

KANSAS CITY, MO.

"You'll Be Pleased"

**Moore-Lawless Grain Company**Consignments—Futures  
KANSAS CITY, MO.Branch Offices: Atchison, Kansas—Denver, Colorado  
Members: Kansas City, Chicago, St. Louis,  
Atchison and Denver Exchanges**FEDERAL GRAIN CO.**

Real Service on Consignments

Buyers and Sellers of  
Wheat, Corn, Oats, Barley,  
Kafir and MiloOperators 1,500,000 BU.  
MURRAY ELEVATOR  
BOARD OF TRADE KANSAS CITY, MO.  
U. S. A.**Rocky Mountain Grain & Com. Co.**  
*Consignments*

Buyers—Sellers

**WHEAT . CORN**  
**OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS**Yes Sir:***Real  
Service*

We Handle Consignments

**S. H. Miller Grain Co.**  
Kansas City Missouri**CONSIGN****Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION  
GIVEN TO FUTURES**MEMBERS  
Kansas City Board of Trade  
Chicago Board of Trade  
St. Louis Merchants Ex.**A. C. DAVIS GRAIN CO.**

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.**TRY  
FULLER GRAIN CO.**  
Consignments  
Service

Kansas City, Mo.

St. Joseph, Mo.

**Simonds-Shields-Lonsdale  
Grain Co.**

QUALITY and SERVICE

Kansas City, Missouri

Read the Advertising pages.  
They contain many stories of interest.  
The *Grain Dealers Journal* pre-  
sents only reputable concerns.Produce Exchange  
Members**TOLEDO**Produce Exchange  
Members**JOHN WICKENHISER & CO.**Wholesale Grain Dealers  
TOLEDO, OHIOWe make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade**Clover Seed**International Game, played in Toledo, Ohio.  
Provide nice does dealing. When "Seedy" favor**C. A. KING & CO.**

Like Billy Sunday they deal in cash and futures.

**Grain Shippers**and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the *Grain Dealers Journal*.There is great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.1887 **H. W. DEVORE & CO.** 1923  
TOLEDO - OHIO**If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal**



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**O. M. Kellogg Grain Co.**

Receivers and shippers of all kinds of Grain.

**McCaul-Dinsmore Co.**

Grain—Wholesaler and Commission.

**T. D. Phelps Grain Co.**

Wholesale Grain and Beans.

**The Crescent Flour Mills**

Merchant Millers and Wholesale Grain.

**Denver Elevator**

Wholesale Grain, Flour and Mill Feed.  
We operate 30 elevators in Eastern Colorado.

**The Summit Grain Co.**

Receivers and shippers of all kinds of grain.  
Wire or phone us.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

**Crowell Elevator Co.**

Wholesale Grain.

**The Conley-Ross Grain Co.**

Wholesale Grain and Beans.

**Moore-Lawless Grain Co.**

Kansas City, Denver and Atchison.  
Private wires to all markets. Hedging orders solicited.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

**Houlton Grain Company**

Wholesale Grain—Get in touch with us.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in the contract.

Grain Exchange  
Members

## ST. JOSEPH

Grain Exchange  
Members

**We Want Your  
Business**  
Ask for Our Prices

**The A. J. Elevator Company**  
ST. JOSEPH, MO.

**Hard and Soft Wheat  
Corn and Oats**  
Write, Wire or Phone Us

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

T. P. GORDON (*THE OLD RELIABLE*) President ST. JOSEPH, MO.

Button-Simmons Grain Co.

# B-S

BETTER SERVICE  
St. Joseph, Mo.

Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

Receivers, Shippers, Exporters

**H. C. JONES & CO.**  
BALTIMORE  
Grain and Hay  
Consignments or Direct Purchases

CONSIGNMENTS A SPECIALTY

**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

## GILL & FISHER

Grain Receivers and Shippers  
BALTIMORE

**Chas. England & Co., Inc.**  
GRAIN—HAY—SEEDS  
Commission Merchants  
308-310 CHAMBER OF COMMERCE  
BALTIMORE

## Baltimore Grain Co.

Receivers & Exporters  
Baltimore Maryland

Established 1900

**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
BALTIMORE MARYLAND

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



Merchants Exchange  
Members

# ST. LOUIS

Merchants Exchange  
Members

## PICKER & BEARDSLEY COM. CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

**GRAIN, HAY, GRASS SEEDS, KAFIR, MILO**  
125 MERCHANTS EXCHANGE BLDG ST. LOUIS, MO.

Established 1877

**Langenberg Bros. Grain Co.**

St. Louis

New Orleans

## Nanson Commission Co. GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

The value of an "ad" is not measured by what it costs, but by what it pays the advertiser.

## RECEIVERS, SHIPPERS AND BROKERS

### L. C. BUTTON CO.

510-511 Grain Exchange SIOUX CITY, IOWA

**General Grain and  
Commission Business**  
USE US

### E. Stockham Grain Co.

CONSIGNMENTS

Every Car Gets Personal Service  
Omaha, Nebr.

WRITE US YOUR OFFERS

### CROWELL ELEVATOR COMPANY

Receivers and Shippers

**GRAIN**

Consignments Solicited  
OMAHA

### Des Moines Elevator & Grain Co.

Terminal Elevator Capacity 700,000 Bu.

We specialize in Oats and High Grade  
Corn, Oats sacked for Southern Trade.  
HUBBELL BLDG. DES MOINES, IOWA

### MATTHEW D. BENZAQUIN

**GRAIN AND FEED**

Brokerage and Commission  
DOMESTIC and EXPORT  
505 Chamber of Commerce Boston, Mass.

### RICHARDSON BROS.

Brokers  
Want Offers

Grain - Flour - Mill Feed  
Delivered Philadelphia  
Either Export or Domestic  
The Bourse

### E. E. Delp Grain Co.

Elevator and Mills---Bourbon, Indiana  
Eastern Office, Philadelphia, Pa.

### E. I. BAILEY

CLEVELAND, OHIO

Receiver and Shipper of

**Corn, Oats, Mill Feed**

Ask for Prices

### SWIFT GRAIN CO.

Murphy Building  
Detroit, Michigan

*Consign or Ask Us for Bid*

## CIPHER CODES

We carry the following cipher codes in stock  
and can make prompt delivery.

Universal Grain Code, board cover...\$1.50  
Universal Grain Code, flexible leather 3.00  
Robinson's Cipher Code, leather..... 2.25  
A. B. C. Code, 5th Edition.....18.00  
Baltimore, Export Cable Code.....15.00  
Companion Cable Code.....5.00  
Miller's Code (1917).....2.00  
Cross Telegraphic Cipher Code..... 2.00

Your name in gilt letters on front cover,  
35 cents extra.

For any of the above, address

GRAIN DEALERS JOURNAL

309 So. La Salle St. Chicago, Ill.

### CONSIGN WHEAT - CORN - OATS

-TO-

**DUMONT, ROBERTS & CO.**

626-8 Murphy Building, Detroit, Mich.

"The top 'o the market to you"

### TAYLOR & PATTON CO.

Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats.  
DES MOINES - IOWA

Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats

**E. A. GRUBBS GRAIN CO.**

Greenville, Ohio

### L. W. FORBELL & CO.

Strictly Commission Merchants

Specialists in WHEAT, CORN, OATS  
Consignments Solicited

340-342 Produce Exchange, NEW YORK, N. Y.

### E. P. BACON CO.

Grain Commission Merchants

Sellers of Cash Grain and  
Field Seeds on Consignment

MILWAUKEE--CHICAGO--MINNEAPOLIS

### KNIGHT & COMPANY

Grain Brokers and

Commission Merchants

CONSIGNMENTS SOLICITED

New York Chicago Baltimore

### You Know

You want to do business with  
the grain shippers. Tell them so.  
The Grain Dealers Journal  
reaches them.

## If You Have

the interest of your market at heart, support it earnestly, help to advertise it thoroughly and above all do not convey the impression that it is an indifferent market by giving it 30 cents worth of advertising.

When writing advertisers mention the Grain Dealers Journal, of Chicago which works to improve your trade conditions. By so doing you help it and your own business.



# Know What You're Buying

The Columbian Rope Company is proud of its achievements in the art of making the best obtainable Cordage. The processes are not secret, and every large user of Rope should familiarize himself with the major operations in the course of its manufacture.

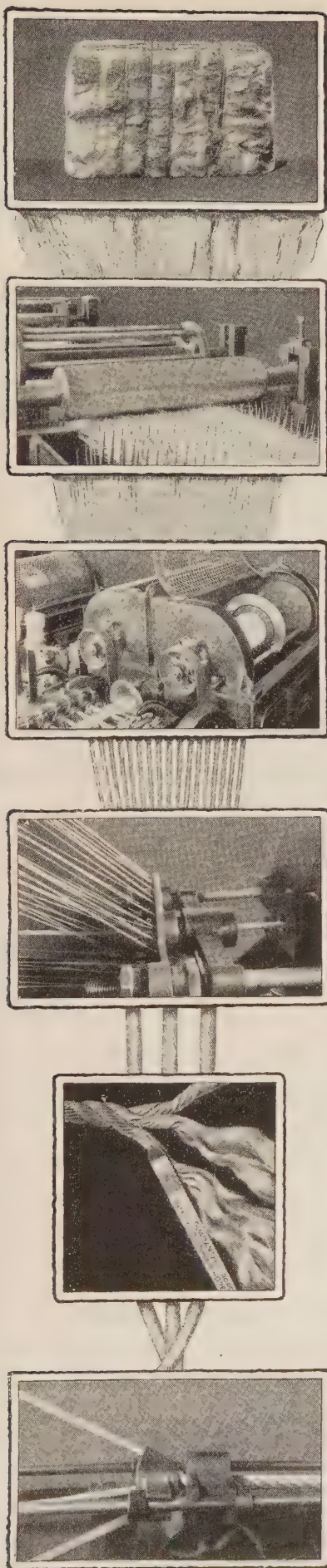
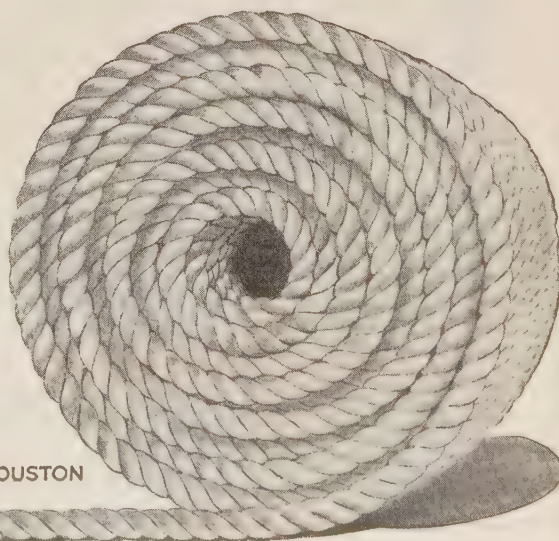
For that very reason, we have prepared an interesting illustrated folder on the subject, also showing the manner in which the patented *Tape-Marker* feature tangibly guarantees the rope and protects jobber, dealer and user alike.

Send today for this interesting folder entitled "How Columbian *Tape-Marked* Pure Manila Rope Is Made." There's no obligation.

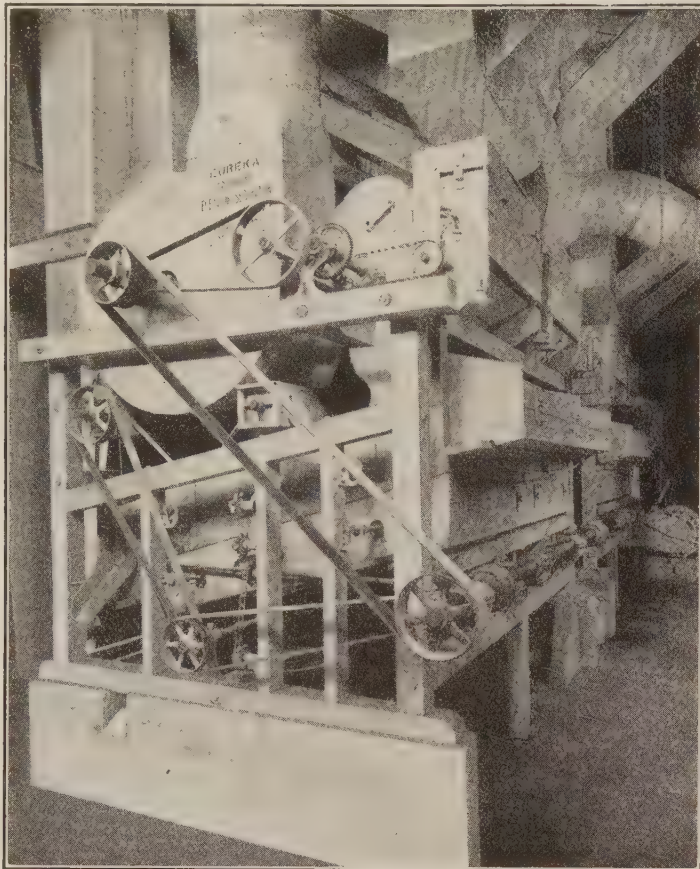
COLUMBIAN  
ROPE  
COMPANY

Auburn, "The Cordage City," N.Y.

BRANCHES  
NEW YORK, CHICAGO, BOSTON, HOUSTON







## The Norfolk Municipal Elevator

Reputed to be the

**Fastest Working House  
in America**

and the last word in elevator construction is equipped with

## Eureka Compound Cleaners

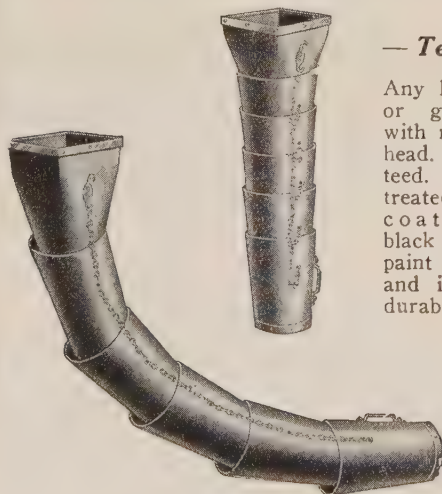
Thousands have inspected these (ball-bearing eccentrics) separators. Export wheat is being raised two grades by the "Eureka's."



**S. HOWES CO., Inc.**  
SILVER CREEK, N. Y.



## Flexible Car Loading Spouts



— *Telescoping* —

Any length, diameter or gauge of steel with round or square head. Fully guaranteed. Each spout treated with heavy coat of high-grade black asphaltum paint to prevent rust and insure lasting durability.

Our new prices will represent a real saving to you, no matter how large or how small your requirements. We can meet your specifications exactly and assure you of prompt delivery.

Write *today* for illustrated catalog and low prices.

**STANDARD STEEL WORKS**

16th and Holmes Streets  
North Kansas City, Missouri

## Screw Conveyor

We manufacture and can make quick shipment on: Screw Conveyors, Counter-shaft Box Ends, Plain Ends, Right Angle Drives, Conveyor Boxes—Wood or Steel, Discharge Gates, Conveyors with special flights or paddles.

Standard parts kept in stock.

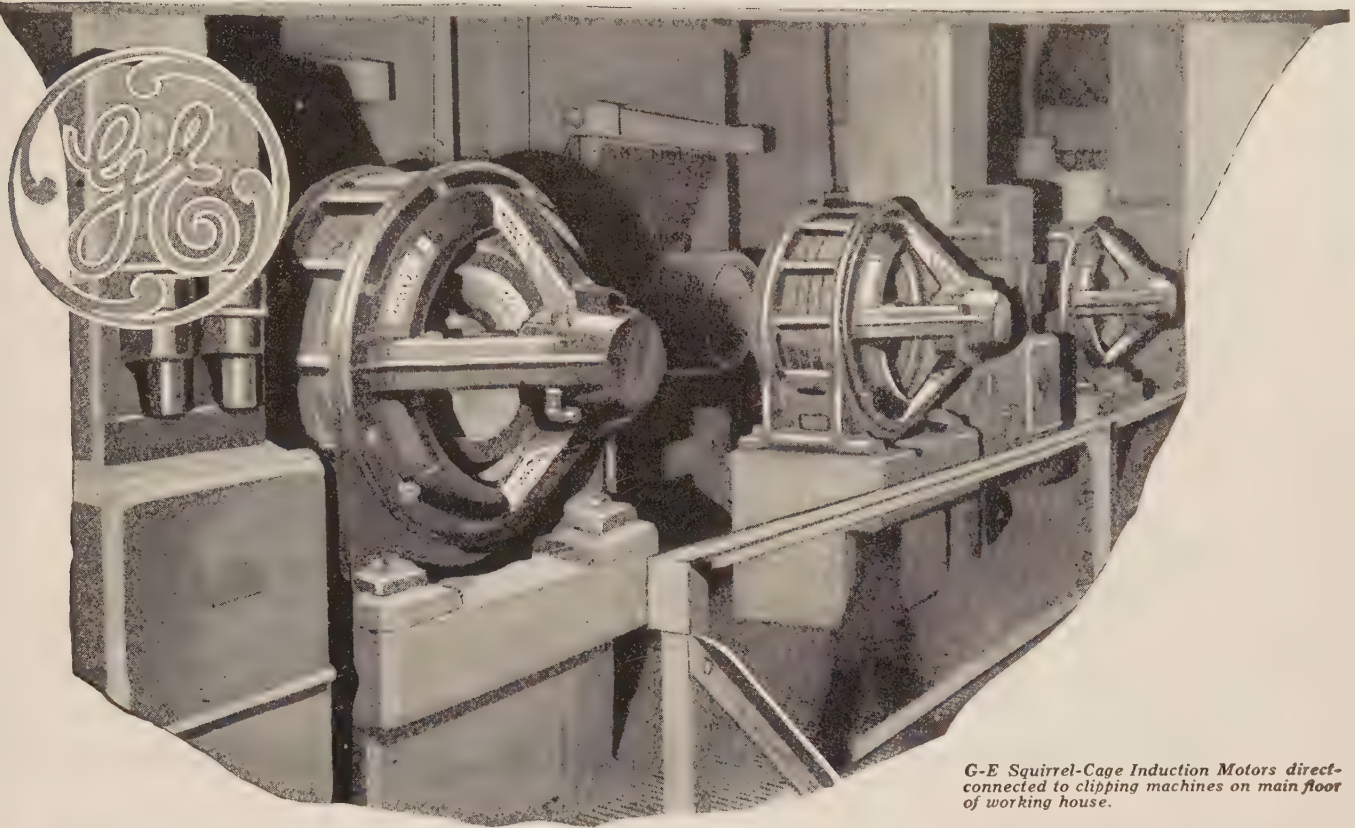
Send for our catalog No. 22 covering complete line of grain handling equipment.

**The J. B. Ehrsam & Sons Mfg. Co.**

Enterprise, Kansas



## Grain Cleaner Equipment of 40 Machines



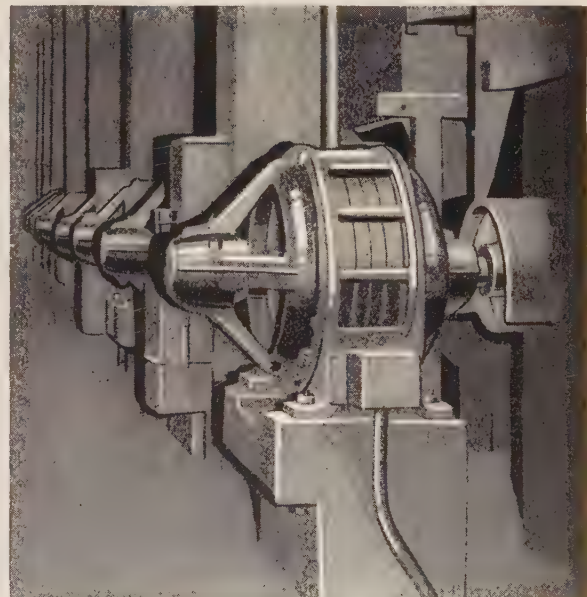
*G-E Squirrel-Cage Induction Motors direct-connected to clipping machines on main floor of working house.*

### Most Efficiently Motored

The cleaner equipment in the C. & N. W. Terminal Elevator is a model of modern motorization—each machine is direct-connected to a G-E Motor. The cleaners, clippers, and separators are located on the first floor of the Working House, and by this method of direct-connected motor drive the most flexible, efficient, and economical operation of them is secured.

In grain handling plants, the item of space available for equipment is of considerable importance. Many times by connecting the motor directly to the machine much valuable space is saved and transmission losses are largely eliminated.

Ask the engineer in the G-E Sales Office in any large city near you to give you full details of the direct-motor-drive advantages for cleaner equipment. You will find him ready to cooperate.



*Part of installation of 20 G-E Squirrel-Cage Induction Motors each direct-connected to clipping machine on main floor of working house.*

**General Electric Company**

General Office  
Schenectady, N.Y.

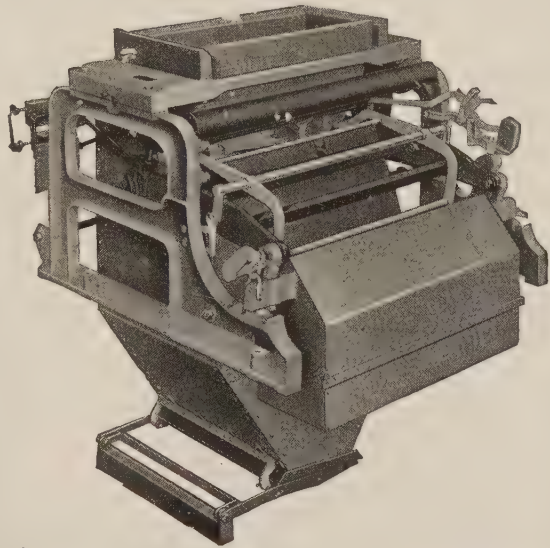
Sales Offices in  
all large cities

43B-735



## Richardson Weights

Will Protect You Against  
Losses in Transit



The New Richardson  
All-Automatic  
Grain Shipping Scale  
Is A Necessity  
In the Country Elevator

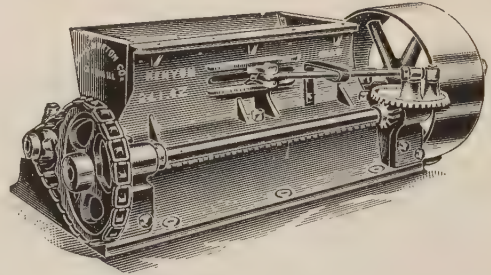
*Gives better and fuller service than any other type of shipping scale you can use.* Attendance of operator unnecessary. Five minutes of your time all that is needed to properly inspect and test it. Frees you in the busy season to attend to your buying. Entirely avoids man-made errors in weight. Self-operating, self-registering, self-compensating, weight printing.

*Absolutely choke-proof and leak-proof.* Convenient, easy and inexpensive to install and test. *Meets all Interstate Commerce Commission requirements* and adequately every need of the Country Shipper.

**Richardson Scale Company**  
Passaic, New Jersey

Chicago    Minneapolis    Omaha    Wichita

Throw a Monkey Wrench  
Into This Corn Crusher—



and it has no effect on it whatever. Neither do horse shoes, bolts or any other foreign matter. Nor does the presence of husks in any way lessen its efficiency.

### Kenyon Corn Crusher

crushes snapped corn, soft corn, hard corn, husked corn—75 to 150 bushels per hour to size suitable for attrition grinder, with only 10 H. P.

Prepare now for the constantly increasing demand by farmers to have cob corn ground for feed. This is a profitable trade when you have the Kenyon Crusher, which is efficient, economical, dependable, unbreakable—lasts for many years.

Write for Bulletin No. 8

**Burgess-Norton Mfg. Co.**

535 Richards St.

GENEVA, ILL.

## Corrugated Sheets

We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago. Send for stock list of bargains in galvanized sheets.

**The Sykes Company**

2270 W. 58th Street

**CHICAGO**



# What if you Had to Build on a Watercourse?

ELEVATORS, warehouses and industrial buildings can't always be put where the ground conditions are ideal—sometimes the place where they must go is *wet*. What do you do then, to protect the concrete in foundation walls and floors?

The simple, dependable way is to specify and use Medusa Waterproofed Gray Cement, or 2% Medusa Waterproofing added to any standard portland cement in the mixing. The owner is then assured permanent protection against dampness, *even with water standing against the foundation walls outside.*

Medusa Waterproofing becomes an integral part of the concrete mass—not a mere surface coating that may flake off. It provides the necessary water-repellency to thoroughly protect the concrete against even a slight penetration by moisture.

We furnish Medusa *Waterproofed* Cements (either Gray or White) which contain the correct amount of Waterproofing added and thoroughly ground in at the mill during process of manufacture; or we furnish Medusa Waterproofing, either in Powder or Paste form, to be added by the contractor to any standard brand of portland cement, while mixing.

*Medusa Booklets tell interesting facts.  
Shall we send them?*

THE SANDUSKY CEMENT COMPANY  
Dept. G. J. Cleveland, Ohio

Manufacturers of Medusa Stainless White Cement (Plain or Waterproofed); Medusa Gray Cement (Plain or Waterproofed); Medusa Waterproofing (Powder or Paste); and Medusa Cement Paint.

# MEDUSA

## WATERPROOFING

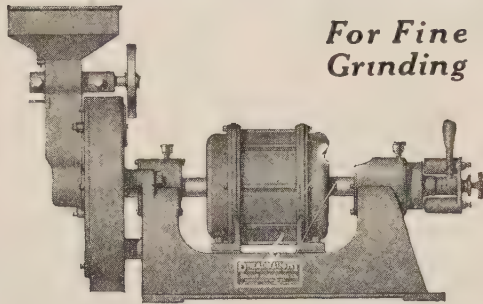
Powder or Paste





# DREADNAUGHT

FEED-GRINDING-MACHINERY



*For Fine Grinding*

A powerful, efficient feed grinder for installations where fine grinding is required. Equipped with "Shear-Cut" plates and ball bearings. Especially adapted to cutting oat hulls and other feed difficult to reduce to fineness.

In ordinary service the DREADNAUGHT grinds 200 lbs. of feed per hour per horsepower used. Sizes, 20" and 24". Belt driven if desired in 16" to 24" sizes.

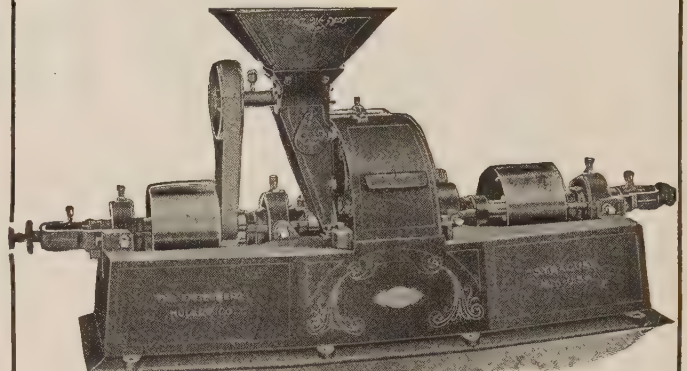
*Write for Catalogue C*

**Feed Grinders**  
**Ear Corn Crushers**

**Feed Screens**  
**Corn Shellers**

**BRYANT ENGINEERING CO.**  
PORT HURON, MICH.

## The "HALSTED" HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

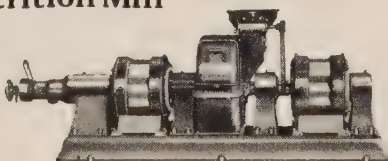
Highest efficiency at the smallest expense.

**THE ENGELBERG HULLER CO.**  
SYRACUSE, N. Y., U. S. A.

## It All Boils Down To One Concise Fact

*—Can You Afford to Overlook It?*

**MONARCH**  
**Ball Bearing**  
**Attrition Mill**



*"Judge it by its Records"*

THE country's most successful grain elevator operators have voluntarily acclaimed the Monarch ball bearing Attrition Mill a perfect grinder. Wouldn't you like to have them tell you, in their own words, why this machine fills the bill so well? Just ask us for information.

**SPROUT, WALDRON & COMPANY** Builders of Monarch Mills  
1202 Sherman St., MUNCY, PA.



**SIDNEY ELEVATORS AND MAN LIFTS**  
are Money Makers  
They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.  
**SIDNEY ELEVATOR MFG. CO.**  
Sidney, Ohio

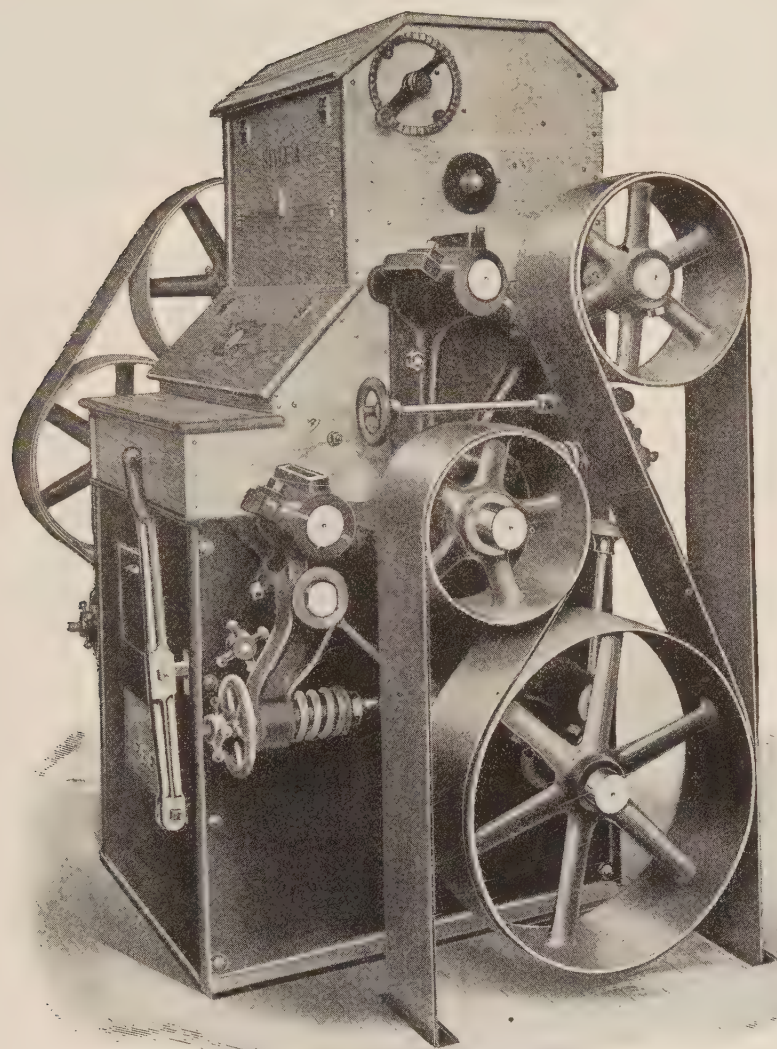
### DINGS MAGNETIC SEPARATORS

Remove tramp iron and steel from grain before it goes into the feed grinder. Prevent dust explosions and fires, breakage of rolls and damage to grinding faces. *WRITE FOR BULLETIN.*  
**DINGS MAGNETIC SEPARATOR CO.**  
642 Smith Street, Milwaukee, Wis.

—First in Enterprise!  
—First in Advertising!  
—First in Circulation!  
—First in News!  
The Grain Dealers Journal



# Bigger Profits in Feed Grinding



We have the right capacity for your requirements. Write at once for our booklet, "The Strong-Scott Feed Mill."

Your profits on feed grinding depend a great deal upon the efficiency of your grinder and its freedom from trouble.

Here's a feed mill that has stood the test of a quarter-century's use and becomes more popular every year. Note these features of the

## Strong-Scott Feed Mill

1. Belt driven—no expensive sets of gears—no vibration, better grinding.
2. Roll feeder easily adjusted by a spring ratchet.
3. All grinding adjustments made by turning hand wheel.
4. Our own style of corrugations that use has proved superior to any others.

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





MAKING B/L BUSINESS MORE PROFITABLE FOR  
CORRESPONDENT BANKS & SHIPPERS — No. 5



## When Draft is Refused

On scheduled date when B/L shipment should arrive and be delivered, draft with documents attached is presented to the buyer by us or our correspondent in another city.

Frequently the consignee has not received the goods or does not know they have arrived. In such cases he naturally hands back draft unpaid.

Refusal of draft is the signal for immediate and vigorous action upon our part. The cars are traced and delivery expedited in every possible way. If an emergency exists the shipper is consulted by fast mail or wire. The resources of our B/L organization are used to the utmost to complete the transaction promptly and place the money to the credit of our correspondent bank and its customer—the shipper.

*Specific information about our B/L service  
will be supplied to Bank Officials on request*



# UNION TRUST COMPANY

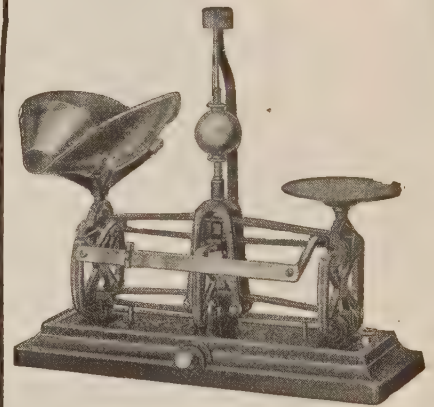
CHICAGO

*The B/L Bank in America's Freight Center*

## Grain Testing Scales



No. 5055  
For Grain Testing, Etc.



No. 4000 Used in Moisture Testing  
SEND FOR CATALOG NO. 35 G

## The Torsion Balance Co.

Main Office  
92 Reade Street NEW YORK CITY  
Factory Branch:  
147-153 Eighth Street 31 W. Lake Street  
Jersey City, N. J. Chicago, Ill.  
Branch:  
49 California Street  
San Francisco, Cal.



Armour Grain Co.  
Chicago  
Northrup-King Co.  
Minneapolis  
Quaker Oats Co., 5  
Plants  
B. & O. Elevator,  
Baltimore  
J. C. Hunt Grain Co.  
Wichita Falls, Tex.  
Santa Fe Elevators  
Kansas City  
Capitol Elevator,  
Duluth

## To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

### Cyclone Blow Pipe Co.

2542-52 W. 21st St. Chicago, Ill.

## Coal Sales Book

For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price \$3.00.

Grain Dealers Journal  
309 So. La Salle St., Chicago, Ill.





Barnard-Moline Cyclone  
Dust Collector



Barnard-Moline Twin  
Dust Collector

## Barnard-Moline Dust Collecting Systems

Barnard-Moline Dust Collecting Systems, when properly installed, prevent dust explosions in grain elevators. As shown above, we make two different styles of all-metal dust collectors—Cyclone type and Twin.

Barnard-Moline **Cyclone type** is constructed of all steel for either indoor or outdoor locations, in twenty-one standard sizes, with air inlet on right or left-hand side.

Barnard-Moline all-metal **Twin** dust collectors are a great improvement over the cyclonic or vortex type, and are especially recommended for use in connection with all kinds of grain cleaning machinery. The narrow space they require, permits them to be located close to the machine they serve, thereby saving cost and drawbacks of long-wind trunks.

The incoming air is cut into halves, an adjustable valve at inlet being provided to equalize the split streams. One-half swirls to the right, the other to the left, thinning the volume of air so greatly that centrifugal action has an excellent chance to separate the dust. The central outlet on top, for the escape of the air, has a sliding sleeve inside which is to be adjusted in harmony with the velocity of the air.

LET US QUOTE ON YOUR REQUIREMENTS



**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





## Use a FAIRBANKS and be Sure

For years Fairbanks Scales have had a world-wide reputation for dependability, unusually long life and continued accuracy.

So reliable are these scales known to be that "Weighed on a Fairbanks" has come to be recognized practically as a guarantee of *quantity*.

Besides the universally useful model shown here, there are hundreds of other Fairbanks Scales—many designed for your particular weighing problems.



CHICAGO 900 South Wabash Avenue  
NEW YORK Broome and Lafayette Streets  
—and Forty Other Principal Cities in the U. S.

# FAIRBANKS SCALES

"If it's weighed on a FAIRBANKS, there's no argument"

186

# WELLER

## Elevator Buckets



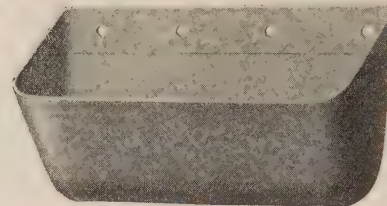
"V" Type

A bucket for high speed and perfect discharge



"Salem"

Weller Buckets are well made and will give the service



We Also Make

Buffalo Favorite and Rialto Buckets  
and a Complete Line of  
Grain Handling Equipment

Write for prices

## WELLER MFG. CO.

1820-1856 N. Kostner Ave.

Chicago, Ill.

SALES OFFICES:

New York  
Cleveland

Boston  
Detroit

Baltimore  
San Francisco

Pittsburgh

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Attrition Mill	Lightning Rods
Bag Closing Machine	Magnetic Separator
Bags and Burlap	Manlift
Bearings { Roller	Moisture Tester
{ Ball	Mustard Seed Separator
Belting	Oat Bleachers and Purifiers
Bin Thermometer	Oat Clipper
Boots	Oat Crusher
Buckets	Pneumatic Conveying Equipment
Car Liners	Portable Elevator
Car Loader	{ Oil Engine
Car Mover	{ Gas Engine
Car Puller	Power { Motors
Car Seals	Power Shovel
Cleaner	Radio Equipment
Clover Huller	Railroad Claim Books
Coal Conveyor	Renewable Fuse
Corn Cracker	Sample Envelopes
Conveying Machinery	Scales
Distributor	Scale Tickets
Dockage Tester	Scarying Machine
Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
Dust Collector	Sheller
Dust Protector	Siding-Roofing { Asbestos
Elevator Brushes	{ Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Speed Reduction Gears
Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago





8025

## LARGE SPEED REDUCTIONS AND LINK-BELT SILENT CHAIN

**I**N certain locations it is a matter of great economy and convenience to use a Link-Belt Silent Chain drive because of the possibility of the large reduction in speed ratio which it permits in a single drive, without loss of efficiency (98.2%).

We have successfully handled in single reductions as great a ratio as 25 to 1. This makes it practicable to use an inexpensive high speed motor, instead of a large, costly low speed motor.

It dispenses with the cost of a coun-

tershaft with its bearings, and the additional expense of a platform with its bracing, necessary where such a drive is near the ceiling. It saves the expense of an additional drive, the increased space required, and additional attention needed.

The weight of the large wheel also furnishes the advantages of a fly wheel effect in many cases. There is no loss of efficiency in the Link-Belt Silent Chain drive, whereas there is a considerable waste of power in various other speed reducing devices.

Send for price-list data-book No. 125.

1089

### PHILADELPHIA

New York . . . Woolworth Bldg.  
Boston 9 . . . 49 Federal St.  
Pittsburgh . . . 1501 Park Bldg.  
St. Louis . . . Central Nat'l Bank Bldg.  
Buffalo . . . 547 Ellicott Square  
Canadian Link-Belt Co., Ltd., Toronto and Montreal

### LINK-BELT COMPANY CHICAGO

2d Nat'l Bank Bldg.  
Robson-Prichard Bldg.  
429 Kirby Bldg.  
4210 Woodward Ave.  
306 Elmhurst Bldg.  
H. W. CALDWELL & SON CO., CHICAGO

Seattle . . . 820 First Ave., S.  
Portland, Ore. . . 101 First St.  
San Francisco . . . 168 Second St.  
Los Angeles . . . 163 N. Los Angeles St.  
Denver . . . Lindrooth, Shubart & Co., Boston Bldg.  
NEW YORK, Woolworth Bldg.

### INDIANAPOLIS

Louisville, Ky. . . F. Wehle, Starks Bldg.  
New Orleans . . . C. O. Hinz, 504 Carondelet Bldg.  
Birmingham, Ala. . . S. L. Morrow, 720 Brown-Marx Bldg.  
Charlotte, N. C. . . J. S. Cothran, Com'l Bank Bldg.  
DALLAS, TEXAS, 709 Main St.

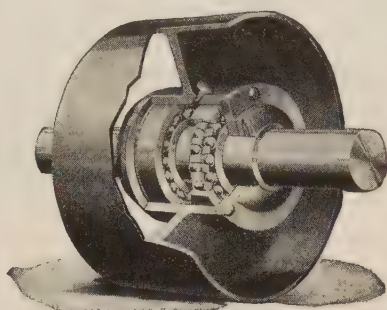
# LINK-BELT



## THE CHICAGO LINE

Every Appliance Necessary To Transmit Power

USE  
DAGGETT



### BALL BEARING LOOSE PULLEYS

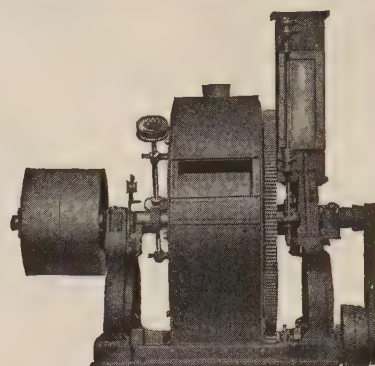
and ELIMINATE all Loose Pulley troubles. Will interchange with present pulleys. No trouble to apply. Tighten one setscrew.

Send for Complete Catalog on up-to-date equipment.

### CHICAGO PULLEY & SHAFTING CO.

Main Office  
CHICAGO, ILL.

Factory  
MENOMONEE FALLS, WIS.



## FOR PEARLING BARLEY PEPPER WHEAT

Use Triumph Pearlors if you want to produce pearled barley, or wheat or pepper. They will turn out a product that cannot be beaten.

Full information gladly furnished those interested

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

No. 125

## Dust Collectors



alone do not prevent explosions in Elevators, but

## DAY

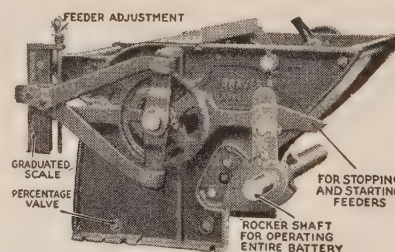
Dust Collecting Systems do when properly installed.

## The Day Company

1006 Lyndale Avenue N.

Minneapolis, Minn.

## ACCURATE BLENDING OF WHEAT AND FLOUR



Draver  
Wing Type  
Feeder

Individual  
or  
Battery Drive

Present-day requirements have brought about the necessity for accurately blending both wheat and flour to meet the exacting demand of the buyer who specifies percentage content.

This also applies to the miller who desires to maintain a standard of quality under his different brands, so that his product will give the same uniform results, yesterday, today and tomorrow.

Draver Wing Type Feeders accurately feed a measured stream of wheat, flour, meal, ground or whole grains, because its movement is positive and its feeding-quantity definite, affected in no way by the supply pressure behind it. There are no loose joints and no leaking, with full sized discharge opening and automatic agitators; there is no bridging and no choking. They are readily adjusted to any pre-determined proportion and require no further attention, soon paying for themselves in saving waste and wages of men. There is no experimenting with Draver Wing Type Feeder, the Original, the Pioneer Feeder of this type.

They may be had with or without percentage valves and operated separately or in batteries with the Draver Master Drive.

Send for Catalog No. 41 F.

**B. F. GUMP CO.**

439-443 So. Clinton St. Chicago, Illinois

Also Manufacturers of Bar-Nun Grinders  
and "LePage" Patent Corrugation.





## The Dust Explosion Hazard

Is Positively Reduced  
by

# TABCO

## Pneumatic Sweeping Systems

*because* the dust is eliminated without being distributed or stirred up. The only practical, economical and efficient method of removing, conveying and collecting the dust in one operation. Write for information.

ALLEN & BILLMYRE CO., INC.  
Grand Central Palace  
New York City

### THE "STAR" WAREHOUSE BRUSH for Sweeping Grain from Cars

We would like to ship you a dozen of these on trial for 60 days. No charge unless the brush proves satisfactory. Send no money—write today. Guaranteed to outwear 5 brooms each. Used by leading terminal elevators.  
\$16.00 per doz. F. O. B. Minneapolis

Flour City Brush Co.  
422 So. 4th St., Minneapolis, Minn.

Ronan, Mont.—We always enjoy the Grain Dealers Journal and believe it to be without a peer.—Stanley Searce.



# Clean all your wheat with a

# CARTER

DISC  
SEPARATOR

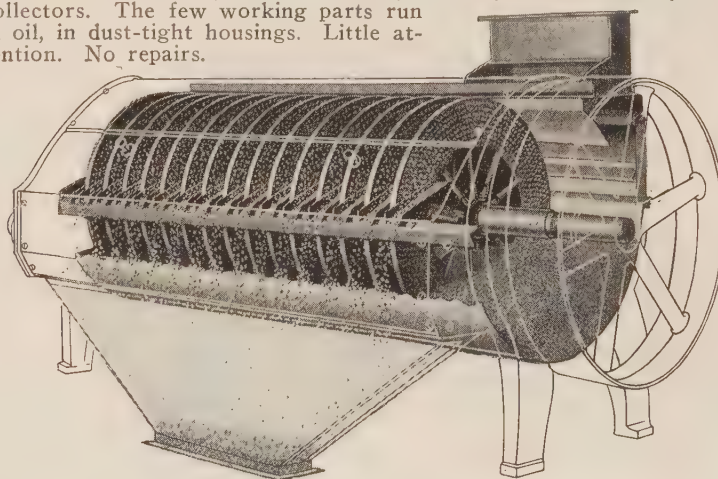
Without any loss of wheat in the tailings you can make a perfect separation of oats, barley and weed stems from wheat with the Carter Disc Separator.

This machine absolutely cleans wheat or oats to no dockage. The J. J. Badnoch Co., Chicago, writes:

"The Carter Disc Separator is by far the best machine we know of for separating wheat and oats. It makes a perfect separation. It is built to stand constant use. The cost of operation and maintenance is unusually low. It is very simple to operate and requires very little attention. A demonstration will convince any practical man as to its merits."

When used in your Main Stream after the Receiving Separator, the Carter, besides insuring dockage-free wheat at the least possible cost, also increases its test weight. The scouring action of the discs cleans off the fuzz. The result is a substantial increase in the weight per bushel.

The Carter does away with all sieves, brushes, shaker devices, dust-collectors. The few working parts run in oil, in dust-tight housings. Little attention. No repairs.



## Try the Carter at Our Expense

We will ship you a Carter Disc Separator suited to your needs. Then after a reasonable trial, if it is not satisfactory to you in all respects, you may return it at our expense. You can't lose on that proposition—unless you neglect to act on it! Write at once for full information.

## CARTER-MAYHEW MFG. CO.

611 19th Ave. N. E., Minneapolis, Minn.

518 N. Y. Life Bldg., Kansas City, Mo.  
In Canada, Manufactured and Sold by  
The Strong-Scott Mfg. Co., Ltd., Winnipeg





# SULPHUR

Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

## TEXAS GULF SULPHUR COMPANY

### GENERAL OFFICES:

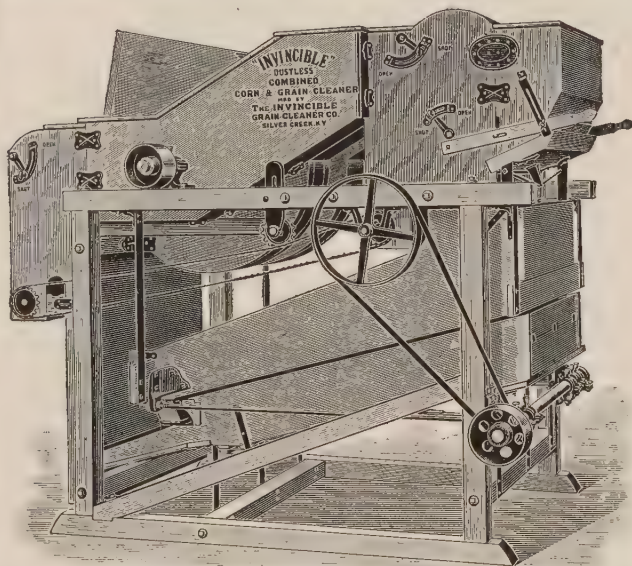
41 E. 42nd St.  
New York  
N. Y.

### MINES:

Gulf  
Matagorda County  
Texas

### WESTERN REPRESENTATIVE:

F. W. Lewis  
7 So. Dearborn St.  
Chicago, Ill.



## INVINCIBLE (Combined) CORN AND GRAIN SEPARATOR

A machine designed for the two duties indicated by its name—Economizing Space and Investment without sacrificing any of the thoroughness of our individual machines for the separate operations.

All the well known INVINCIBLE Separator features are incorporated in this model. Surely a safe guide and a guarantee of its worth.

### INVINCIBLE GRAIN CLEANER CO.

Silver Creek

New York



### SEND FOR THIS BOOKLET

It will show you how you can get better paint protection for less money. It tells just why

### DIXON'S SILICA GRAPHITE PAINT

is the best protector for metal surfaces and explains in detail how it is possible to get such long service from it. Dixon's Paint is made in four colors and first quality. The pigment is flake silica-graphite and the vehicle pure boiled linseed oil. Write now for this Booklet No. 15B.

JOSEPH DIXON CRUCIBLE COMPANY

JERSEY CITY, N. J.  
Established 1827



If you want to install an elevator leg that will elevate double the amount of grain of any leg you may know of; do it more quickly; more cheaply; with less attention; ask for information on the

### HALL SPECIAL LEG



When installed under our specifications we guarantee beforehand its capacity and non-chokability to be tested in your plant before settlement. Call for Circular "F."

### THE HALL SIGNALING DISTRIBUTOR

in an ordinary country elevator increases the available bin capacity, the handling capacity and the operator's efficiency fully one thousand bushels per day.

Hall Distributor Company, 222 Sunderland Building, Omaha, Nebr.

### Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.





Pillsbury Flour Mills Co.'s Atchison, Kansas, Mill.

## Reliable Drives

The superiority of Morse Silent Chain Drives as the ultimate solution of power transmission difficulties and problems in grain elevators and flour mills, is confirmed by their installation in the latest plants of these industries.

Pillsbury Flour Mills Co. has again placed the stamp of approval on Morse Drives by specifying them for their Atchison, Kans., mill.

Discriminating grain elevator and flour mill operators, research engineers and architects specializing in the design and construction of these model plants, have selected and specified Morse Rocker Joint Silent Chain Drive, as reliable, efficient, quiet, safe, a Silent Partner saving power saves the profits.

### Address Nearest Office

ATLANTA, GA....Candler Bldg., Earl F. Scott & Co.  
BALTIMORE, MD.....1402 Lexington Building  
BOSTON, MASS.....141 Milk Street  
CHARLOTTE, N. C.....404 Commercial Bank Bldg.  
CHICAGO, ILL.....Merchants L. & T. Building  
CLEVELAND, OHIO.....Engineers Bldg.  
DETROIT, MICH.....7601 Central Ave.  
KANSAS CITY, MO...Finance Bldg., Morse Eng'g Co.

NEW YORK CITY.....30 Church Street  
MINNEAPOLIS, MINN., S. 3d St., Strong-Scott Mfg. Co.  
MONTREAL, St. Nicholas Bldg., Jones & Glassco Reg'd  
PHILADELPHIA, PA.....Franklin Trust Bldg.  
PITTSBURGH, PA.....Westinghouse Bldg.  
SAN FRANCISCO, CAL.....Monadnock Bldg.  
ST. LOUIS, MO....Chemical Bldg., Morse Eng'g Co.  
TORONTO, Bank of Hamilton Bldg., Jones & Glassco Reg.

WINNIPEG, MAN.....Dufferin St., Strong-Scott Mfg. Co.

## MORSE CHAIN CO., ITHACA, N. Y.



## GRAIN ELEVATOR BUILDERS

*For Concrete or Wood*

**Grain Elevators  
Feed Plants  
Corn Plants  
Coal Elevators**

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa  
*30 Years of Practical Experience*

### FEED SYSTEM ENGINEERING

Feed Plant Designing  
and Equipping

Feed Formulas and Manufacturing  
Methods

**S. T. EDWARDS & CO.**  
110 S. Dearborn St. CHICAGO

### C. H. BENSON & CO.

Builders of Good Elevators  
FOR OVER THIRTY YEARS  
Corn Exchange Minneapolis

**BIRCHARD**  
CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
of Operation and Maintenance  
704 Terminal Bldg. LINCOLN, NEB.

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

**JONES-HETTELSETER CONST. CO.**  
Designers and Builders of  
GRAIN ELEVATORS and FLOUR MILLS  
706 Mutual Bldg., Kansas City, Mo.

**The W. H. Wenholz Construction Co.**  
309 E. 4th Ave., HUTCHINSON, KANSAS  
Contractors, Designers and Builders of  
Concrete or Wood Elevators  
JOBBER IN MILL AND ELEVATOR SUPPLIES

**A. F. ROBERTS**  
**ERECTS** ELEVATORS  
CORN MILLS  
WAREHOUSES  
**FURNISHES** PLANS  
ESTIMATES  
MACHINERY  
SABETHA KANSAS

**EFFICIENT ERECTING CO.**  
We make plans and build up-to-date  
GRAIN ELEVATORS and MILLS  
GEO. H. CRAIG  
386 120th Place, Blue Island, Ill.

**THE SPENCER**  
CONSTRUCTION COMPANY  
Builders of  
MODERN GRAIN ELEVATORS  
Garrett Bldg., Baltimore, Md.

For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.  
**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

**The Eberhardt Construction Co.**  
Engineers and Contractors  
Grain Elevators--Flour Mills--Warehouses  
SALINA, KANSAS

**P. F. McALLISTER CO.**  
ENGINEERS AND CONTRACTORS  
Grain Elevators, Driers, Coal Chutes  
Wood or Concrete  
BLOOMINGTON, ILL.

**W. C. Bailey & Son**  
Contractors and Builders of  
Mills, Elevators and Warehouses

We can furnish and install  
equipment in old or new ele-  
vators guaranteeing greater  
capacity with less power  
and positive non-chokable leg.  
Cooper Bldg. Sunderland Bldg.  
DENVER, COLO. OMAHA, NEB.



Did you see the ad on the back of the  
January 10th issue of this Journal?  
We NOW have at all times  
Corrugated or Flat in either  
Armco Ingot Iron or Common Steel



**THE GEER CO.**  
Designers--Builders  
Elevators--Coal Pockets  
Flour Mills  
Grand Island, Nebraska

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
DECATUR ILLINOIS

FOR  
**Concrete Elevators**  
**Townsend B. Smith**

Designer and Builder  
Decatur, Ill.



## GRAIN ELEVATOR BUILDERS

### AT LAST!

Fireproof Elevators at Reasonable Prices  
April 1st, 1923

10,000 bu. capacity .....	\$ 8,000-9,500
20,000 bu. capacity .....	9,300-10,800
30,000 bu. capacity .....	12,000-13,500
40,000 bu. capacity .....	14,500-16,500
50,000 bu. capacity .....	15,500-17,500

#### Equipment Included

Blueprints and specifications from existing plans \$35. Attractive prices on wood elevators. Special plans drawn to order. Above prices dependent on market variations and local conditions.

**The Acme Architectural Engineers**

Millikin Bldg. Decatur, Ill.

Successors to

MILLER, HOLBROOK, WARREN & CO.

**GEO. A. SAATHOFF**

CONTRACTOR and  
ELEVATOR BUILDER

Mayer Hotel Peoria, Illinois

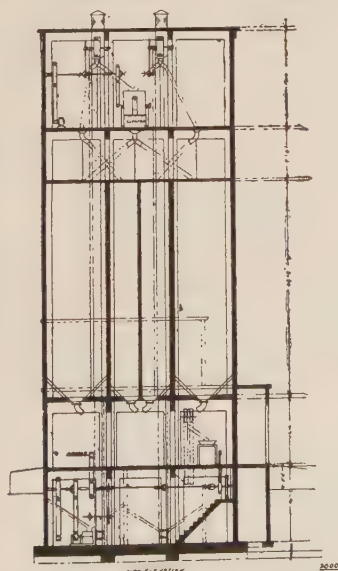
Let

**The Star Engineering  
Company**

design your new Elevator, or do your remodeling, and you will own a plant that is up-to-date in every particular. Our Engineering Department is at your service.

Write or Wire Us

Wichita, Kansas



The care and study put into the design and construction of each Reliance Elevator assures the greatest economy in operation. Design No. 1000, side elevation of which is shown above, is especially adapted to the needs of the dealer requiring not over 20,000 bu. capacity. Write for particulars.

**Reliance Construction Co.**  
Board of Trade Indianapolis, Ind.

**MACDONALD ENGINEERING CO.**

DESIGNERS AND BUILDERS OF

**GRAIN ELEVATORS**

San Francisco Chicago New York  
149 California St. 53 W. Jackson Blvd. 90 West St.

Your Individual Needs

are respected when your elevator  
is designed and built by

**W. H. CRAMER CONSTRUCTION CO.**

NORTH PLATTE, NEB.

Write for Details of Our System

**HICKOK Construction Co. MINNEAPOLIS ELEVATORS**

H. P. Roberts

L. D. Rosenbauer

**Southwestern Engineering**

**Company**

Designers and Builders of

**MODERN MILLS and  
ELEVATORS**

Flour Mill and Elevator Machinery  
SPRINGFIELD, MO.

**HORNER & WYATT**

Designers of

Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

306 McMillen Bldg., Kansas City, Mo.

**BURRELL ENGINEERING & CONSTRUCTION CO.**

DESIGNERS AND BUILDERS

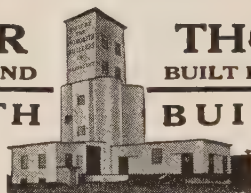
ELEVATORS, FLOUR MILLS AND ASSOCIATED BUILDINGS  
327 South La Salle Street, CHICAGO, ILL.

**ANOTHER**

DESIGNED AND

**THE MONOLITH**

509 Mutual Building



**THORO-BRED**

BUILT BY

**BUILDERS, INC.**

Kansas City, Missouri

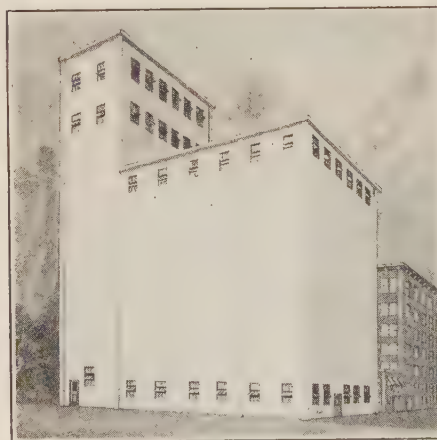
**FEDERAL ENGINEERING CO.**

Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

**R. C. STONE ENGINEERING CO.**

320 Merchants Exchange Bldg. St. Louis, Mo.

**DESIGNERS & BUILDERS**



Grain Elevators, Feed Mills,  
Flouring Mills, Warehouses  
and other similar structures

We will contract to build your  
entire plant, complete ready to  
operate, under one contract.

We are experts, we make a  
specialty of re-inforced concrete  
construction. We have recently  
designed and patented some  
very valuable improvements in  
grain elevators. WRITE US.

Built for H. C. Cole Milling Co., Chester, Ill.  
Capacity 380,000 bus., 46 bins.



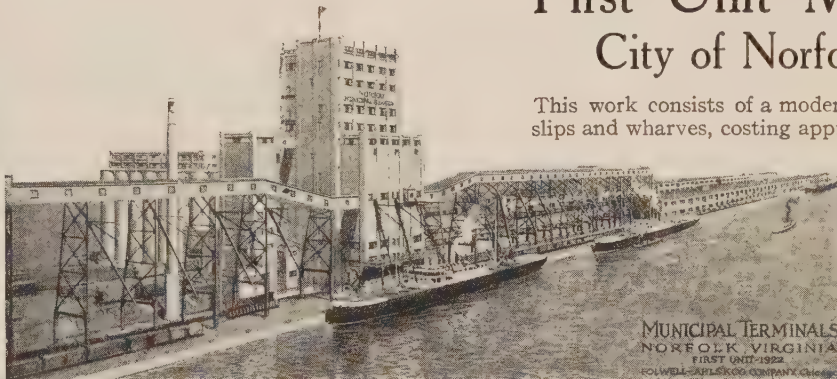
# Monarch Built Elevators

assure you economical design, first class work,  
efficient operation and **SATISFACTION**

*Let us submit Designs and Prices*

**Monarch Engineering Company**  
**BUFFALO, NEW YORK**

## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**  
Engineers and Constructors  
Chicago, Illinois, U. S. A.

## The Most Modern Elevator in the World



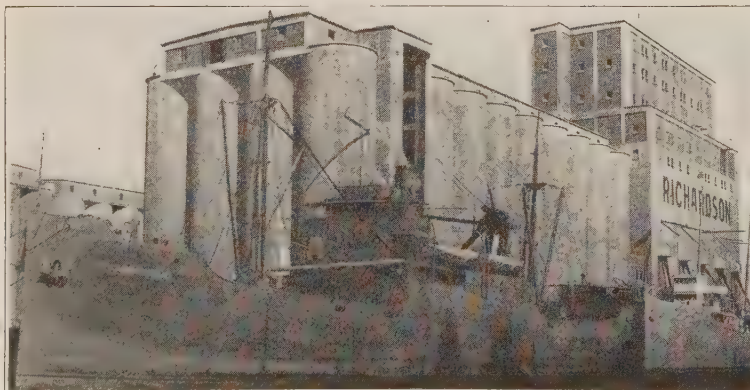
This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you.  
Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders  
**GRAIN ELEVATORS**  
In All Parts of the World  
Grain Elevator Dept., W. E. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

**THE BARNETT-McQUEEN  
COMPANY, LIMITED**

*Designers and Builders of GRAIN ELEVATORS*

Offices: Fort William, Ont., Duluth, Minn., Minneapolis, Minn.

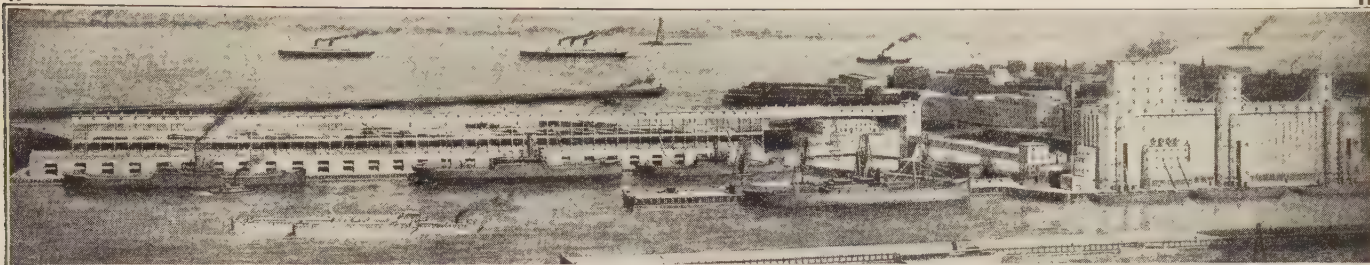


## FEGLS CONSTRUCTION COMPANY, Limited

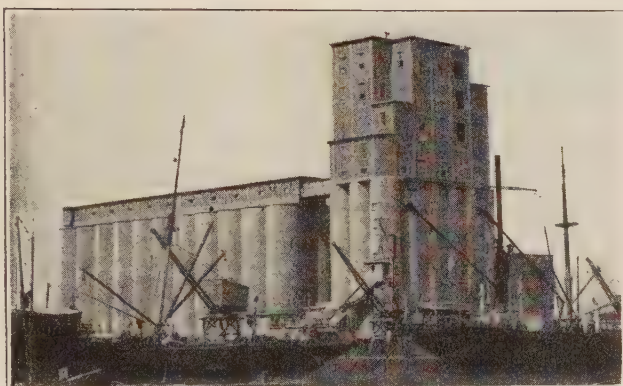
Engineers, Contractors

General Offices

Minneapolis and Fort William



We have the following plants under construction, all fireproof and of advanced design. The Best Is None Too Good for Owners Like These: State of New York, Brooklyn, 2,000,000 bu. elevator and shipping galleries (illustration). State of North Dakota, Grand Forks, 2,000,000 bu. elevator and 3,000 bbl. mill. Archer-Daniels Linseed Co., Buffalo, ½ million bu. elevator and a real marine tower. Pillsbury Flour Mills Co., Atchison, Kan. ¼ million bu. elevator—Finest milling elevator in America. N. M. Paterson & Co., Ltd., Ft. William, Ont., ¼ million bu. storage.



Buenos Aires Elevator Co.'s Terminal  
Buenos Aires, Argentina

## John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

395 Collins Street  
MELBOURNE, AUSTRALIA

54 St. Francois Xavier Street  
MONTREAL, CANADA

Calle Maipu 639  
BUENOS AIRES

## L. A. STINSON

CONSULTING ENGINEER

H. E. Godfrey, Civil Engineer

Elevators  
Mills and Warehouses  
Complete

National Life Bldg., Chicago, Ill.

## JAS. H. BROWN CO.

R. J. Keehn, Supervising Engineer  
Minneapolis, Minn.

Designers and Constructors

Grain Elevators Flour Mills  
All Materials

We Also Do Repair Work

## Eikenberry Construction Co.

BLOOMINGTON, ILL.

We make a specialty of Designing  
and Building

GRAIN ELEVATORS

For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the

Information Bureau

Grain Dealers Journal Chicago, Ill.

We enjoy reading the Grain Dealers  
Journal very much and there is always  
something good in it.—The Kitching Grain  
Co., by R. D. Kitching, Chickasha, Okla.

## SEND US YOUR INQUIRY

We have the most complete  
organization in the Northwest  
for the construction of

### GRAIN and COAL ELEVATORS

T. E. Ibberson Company  
MINNEAPOLIS, MINN.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$2.75

### GRAIN DEALERS JOURNAL

309 South La Salle St., CHICAGO, ILL.

## John K. Thompson Company

Engineers—Builders

### Grain Elevators, Feed and Flour Mills Industrial Plants

We have associated with this organization men with practical operating experience as well as men with technical training and construction experience.

This insures economic and efficient design, resulting in low operating cost.

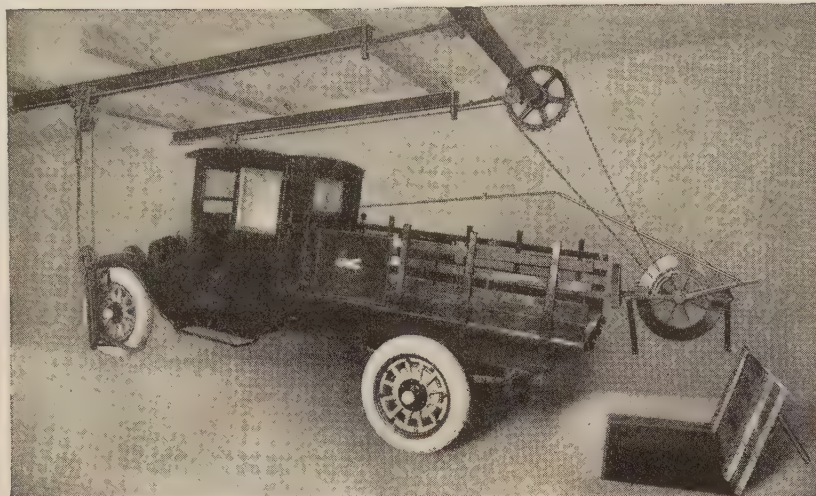
We will be pleased to furnish preliminary plans and estimates or to help out with operating difficulties.

2816 So. Michigan Ave.

Chicago, Ill.



# McMILLIN WAGON AND TRUCK DUMP



This dump can be operated either by hand or power. A 2 horse motor or a 3" belt is sufficient. It is durable, substantial, and speedy in operation, all of which results in making it the most efficient dumping device on the market and it is recognized as such by our many satisfied customers. This Dump is of great interest to every Progressive elevator man. You have full value coming to you when you purchase a

## "McMILLIN WAGON AND TRUCK DUMP"

For Particulars address

**L. J. McMILLIN, 525 Board of Trade Building, INDIANAPOLIS, IND.**

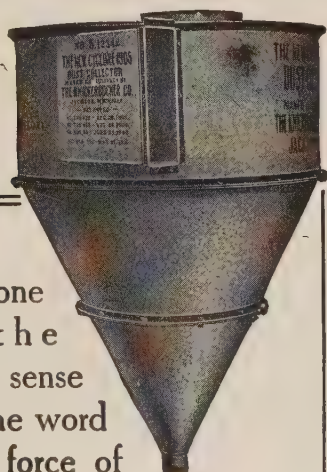
Dumps any length and size of wagon and truck into one dump door with one device and by extending the track dumps into any number of dump doors regardless of their distance apart.

Being able to raise to any angle cleans the bed of any vehicle even though the grain is tough, and the vehicle have a rough bed.

### OBEDIENCE TO THE LAW— "THE BEST IS NONE TOO GOOD"

Means satisfied customers—more business. Less expense and more profits.

Less labor and more real business pleasure.



A cyclone in the true sense of the word has force of air without any back draft.

## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

**The Knickerbocker Co.  
Jackson, Mich.**

### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



**10,000 SHIPPERS  
Are now using**

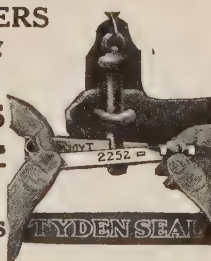
### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**

Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



### ONE-SHAPE GRINDERS

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.  
**N. P. BOWSHER CO., SOUTH BEND, IND.**



**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected. **KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana  
Canadian Factory at Woodstock, Ontario

**This space  
is yours**

If you are the first to apply for it.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**ILLINOIS**—Elevator for sale. Good farming country. Price right. Address 50G34, Grain Dealers Journal, Chicago, Ill.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**EASTERN KANSAS**—20,000 bu. elevator and side lines; making money, good territory. \$12,000. Address 50F13, Grain Dealers Journal, Chicago, Ill.

**WILL SELL** all or half interest in Ill. elevator. Good territory; doing good business. Owner wants to retire. Address 50F32 Grain Dealers Journal, Chicago, Ill.

**E. NEBR.**—Elevator, electrical power, A1 shape, cap. 20,000 bu. Station handles from 4 to 700,000 bu. annually. Write for particulars. 50D16 Grain Dealers Journal, Chicago, Ill.

**INDIANA**—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

**NORTH CENTRAL OKLAHOMA**—6,000 bu. elevator; good working condition, clean competition. Priced worth the money if taken at once. 50F15, Grain Dealers Journal, Chicago.

**COLORADO SPRINGS, COLORADO**, elevator and grain business, established in 1901. To settle estate will sell two-thirds interest or all, cheap. Address 50D6 Grain Dealers Journal, Chicago, Ill.

## PUBLIC SALE APRIL 25TH, 1923

Modern elevator, 8,000 bushel cap., sided with elevator siding; Monitor cleaner, Richardson automatic scales, wagon dump, wareroom connected 70x30. Feed grinder, office fixtures, etc. R. B. Stumph, Recvr., Croton, Licking Co., O.

## PUBLIC SALE.

The following elevators in Kansas will be sold at Public sale on the following dates:

		Construction	Capacity
Troy	April 16, 2:00 P.M.	Frame	10,000
Home City	April 17, 2:30 P.M.	Frame	12,000
Clifton	April 19, 3:00 P.M.	Frame	30,000
Morganville	April 20, 2:00 P.M.	Frame	40,000
Morganville	April 20, 2:00 P.M.	Frame	30,000
Larned	April 23, 2:00 P.M.	Concrete	200,000
Sedgwick	April 25, 1:30 P.M.	Frame	20,000
Wilsey	April 26, 1:30 P.M.	Frame	10,000
Princeton	April 30, 12:00 noon	Ironclad	12,000
Homewood	April 30, 2:00 P.M.	Ironclad	12,000
Quenemo	May 1, 2:00 P.M.	Stone	10,000
Lebo	May 2, 1:00 P.M.	Ironclad	20,000
Halls Summit	May 3, 2:00 P.M.	Concrete	*10,000
Climax	May 5, 2:00 P.M.	Frame	10,000
Mound City	May 7, 2:00 P.M.	Concrete	14,000
Westphalia	May 9, 2:00 P.M.	Frame	2,500
Thayer	May 19, 2:00 P.M.	Concrete	*10,000

\*Uncomplete.

Also Mills with elevator as follows:

Morganville ..April 20, 2:00 P.M. Frame 150 Bbl.  
Kingman ....April 24, 2:00 P.M. Ironclad 250 Bbl.  
Terms: Cash and subject to confirmation U. S. District Court.

J. MILTON FREELAND,  
Special Master.

For information address: J. N. Dolley, Receiver, 319 N. Y. Life Bldg., Kansas City, Mo.

## ELEVATORS FOR SALE.

**40,000 BU. GRAIN ELEVATOR** at \$13,500. H. Fricke, Jr., Madison, Nebr.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**MINNESOTA**—Iona Farmers Elevator for sale. Two houses. Sealed bids will be accepted before May 1st. Address O. F. Swanford, Receiver, Slayton, Minn.

**INDIANA**—15,000 bu. cribbed iron clad elevator on private ground in central Indiana. Good coal, flour and feed business as side lines. Address 50E12, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** electric power elevator—hay barn—coal sheds—office—scales—warehouses, etc. Price \$6,000.00; good town; four railroads. Address Box 406, Altamont, Ill.

**FOR SALE** to settle estate, elevator, lumber, coal and hardware. Also dwelling house property and stock. No competition; large territory and good place for a feed mill. Inquire F. W. Hainke, P. O. Box 83, Eleroy, Ill.

**CENTRAL KANSAS**—Elevator and small feed house. 15,000 bu. capacity, new iron covered with modern machinery. Good wheat territory. Located on the C. R. I. & P. R. R. Address 50F24, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA**—Three electric power grain elevators, coal shed at one station and Milwaukee road in Renville county, Minn. Easy terms and a bargain. J. R. Stewart, 1022 Flour Exchange. Minneapolis, Minn.

**CENTRAL KANSAS**—6,500 bu. cap. elevator situated in good territory in Central Kansas. All local coal trade; feed, flour and field seeds. Price \$7000. Address 50E18, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—16,000 bushel electrical equipped elevator in Central Indiana. House and machinery is A1. Galvanized siding, a good grain point and side lines. Price \$10,000. Address 50B14 Grain Dealers Journal, Chicago, Ill.

**KANSAS**—10,000 bushel iron clad elevator, located in eastern Kansas for sale. Large rich territory to draw from and no competition. Reason for selling, poor health. Price \$5,000.00. No trades. Address 50G19 Grain Dealers Journal, Chicago, Ill.

**COLORADO**—Terminal elevator at Denver. Everything new and up to date. Owing to sickness will sell for about one-third of replacement cost. Terms to responsible party. You can't afford to pass this up. Address 50F19, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—Elevator practically new near Indianapolis, doing good business in grain, coal, flour and feed. No competition and excellent territory. Price \$11,000. Five thousand dollars cash, balance easy terms. Address Reep & White, owners, 601 Board of Trade, Indianapolis Ind.

**OHIO**—Elevator located at Kings Creek on Erie Railroad, 5 miles east of Urbana, Ohio, with 20 h.p. International oil engine, 3 stands of elevators, corn sheller, wheat cleaner, car loader. Elevator stands on own ground. Address 50G13 Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE OR TRADE.

### FOR SALE OR TRADE.

15,000 bu. elevator in good shape with good seven room (7) dwelling, good barn, garage and chicken house located on a siding and in the heart of a real good grain country on good roads and school near the place. Will trade for Kansas, Nebraska or So. Dakota land. Price \$8,000.00. Sale or trade. Address 50G11 Grain Dealers Journal, Chicago, Ill.

**TRADE WANTED OR SALE**—Have you something to sell or trade? Let the readers of the Journal know what you have to offer. Now they are unaware of the advantage of dealing with you. The best way to dispose of anything is by advertising.

## ELEVATORS WANTED.

**WE NEED** flour mill and elevator. Good location. Write for information. Chamber of Commerce, Florence, Kans.

**WANT TO BUY** good elevator in central or eastern Kansas in town large enough for a 4 year high school. Address 50G21 Grain Dealers Journal, Chicago, Ill.

**WANTED**—Elevator in North Central Iowa. Will trade my equity in well improved 80 acre farm located 2 miles from town Northern Iowa. Address 50D22 Grain Dealers Journal, Chicago.

**WANTED ONE OR TWO** good elevators in Eastern part of Iowa. Must show good business and worth the money asked. Address 50G31, Grain Dealers Journal, Chicago, Ill.

**FOR EXCHANGE**—A 135 acre farm in Southern Michigan. Will trade for an elevator in Northern Indiana or Southern Michigan. Address 50G4 Grain Dealers Journal, Chicago, Ill.

**WILL TRADE** an improved or an unimproved Kansas farm for good elevator and grain business in Kansas, Nebr., Okla., or Mo. Offer excellent deal for plant that can use. Address 50G22 Grain Dealers Journal, Chicago, Ill.

**WE HAVE** a section of land, part under cultivation, located 3 miles from Rolla, Kansas, a good grain point on the Santa Fe in Morton Co., to exchange for a good elevator. Address 50F29, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

### ELEVATORS AND LUMBER YARDS

Bought and Sold

Negotiations Confidential

C. A. Burks

250 N. Water St., Decatur, Ill.

### CLAYBAUGH-McCOMAS

Offices

Frankfort, Ind.  
223 B. of T. Bldg.

Indianapolis, Ind.  
601 Board of Trade

If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and a few for exchange for land of equal value.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,  
432 Postal Tel. Bldg., Chicago, Ill.



**ELEVATOR & MILL FOR SALE.**

**OHIO MILL & ELEVATOR FOR SALE.**  
100 bbl. mill and 30,000 bu. capacity elevator located 30 miles from Toledo. A grain hedging center, in a good little city of 15,000; R. R. siding on property; on paved street; in business center. Warehouse capacity 6 cars. Splendid wheat, corn, oats country where you can always get wheat at the mill door. Has been owned and operated by one family for over 40 years. On account death must be sold to settle estate. C. G. Williamson, Waynesville, Ohio.

**ARKANSAS—Flour mill and elevator at Elkins, Ark.** Equipped with B. & L. Mach.; Electric bleacher, etc. 4 bin elevator. Everything in good shape and running. 40 bbl. mill. Cost \$21,000 to build and equip this plant. Would cost more at present prices. However, will take less. In excellent farming district. Will make \$5,000 per year clear profit. Will exchange for cash, Liberty Bonds, diamonds, 1st mortgage notes and some cash, or anything that will bring cash in a reasonable length of time. 50G15 Grain Dealers Journal, Chicago.

**BUSINESS OPPORTUNITIES.**

**FOR SALE—Hardware store and building in small town.** \$36,000 or more business a year. Address 50D4 Grain Dealers Journal, Chicago, Ill.

**YOU MAY BE MISSING SOMETHING**  
AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**ONE-THIRD INTEREST** in company operating two elevators in best section of Montana, for sale to party who can assume management of one of the plants. Profitable side line, and wholesale merchandising business in connection. Desirable living conditions for family man. Address 50F26 Grain Dealers Journal, Chicago, Ill.

**OFFICE APPLIANCES.**

**SAFES—Large stock of new and used safes on hand.** Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**FUNNY EXPERIENCES.****FUNNY STORIES WANTED.**

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

**DYNAMOS—MOTORS.****MOTORS AND GENERATORS.**

Large stock of new and second hand electric motors and generators at attractive prices. Used machines thoroughly rebuilt and backed by a positive guarantee.

V. M. NUSSBAUM & COMPANY,  
Fort Wayne, Ind.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

**HELP WANTED.**

**WANTED** experienced elevator man to take charge of flour mill elevator—capacity 500,000 bushels. Located in good city of 60,000; fine homes, good churches and schools. The Ansted & Burk Company, Springfield, Ohio.

**WE HAVE** been swamped with the results of our small ad in your columns and will have no difficulty in selecting reliable men.—L. S.

**MILL FOR SALE.**

**FLOUR MILL—250 bbl. capacity roller mill.** A-1 condition. Good live farming community and town. Write the First National Bank, Lidgerwood, N. Dak.

**FOR SALE—Flour, feed and buckwheat mill.** Water power. 50 bbl. cap. Fine farming country; draws trade from 20 miles in all directions. Reason for selling, failing health. Box 38, Marion, Mich.

**OHIO—100 barrel mill for sale.** Fully equipped; 60 H. P. kerosene engine, steam engine, etc. Reason for selling, want to devote our entire attention to elevator and feed business. Write for further particulars, 50D15 Grain Dealers Journal, Chicago, Ill.

**OATMEAL AND FEED MIXING PLANT AT A BARGAIN.**—This mill was originally built for a 500 barrel oatmeal mill; part of the oatmeal machinery has been removed to make room for feed mixing machinery; most of the essential parts are still intact, namely, hulling stones, elevators, dry kiln oat graders, rolls for flaking grotes and other machinery. A portion of the machinery that was removed can again be replaced; there is ample room for both oatmeal and feed mixing machinery. The feed mixing part consists of modern machinery for this purpose, with capacity of 40 tons per hour, built in two units of 20 tons each, of either molasses or dry mixture. Its feeds have given satisfaction wherever used. It has storage capacity for 80,000 bus. of grain and 4,000 tons of sacked feed; two steel tanks capacity for 500 tons of molasses, power shovels for unloading grain; in fact, facilities for handling to best advantage to and from cars. Feed is elevated from packers into cars. A double track runs between buildings connecting with main R. R. line. Fourteen cars can be spotted at once and removed with car puller. The elevator is equipped with truck dumps for receiving grain from farmers' wagons. This plant is located in Illinois on the main line of railroad which has branches running north, northwest, west and southwest. All the different ingredients used in a first class feed originate on these lines and with milling in transit privileges makes this an ideal location. Price very reasonable, with reasonable terms. Address 50G23, Grain Dealers Journal, Chicago, Ill.

**BAGS—BAGGING—BURLAP.**

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

**SITUATIONS WANTED.**

**AN A-1 GRAIN MAN,** 10 years' experience, wants position with farmers elevator or joint account. Write R. E. Terry, Kipp, Kans.

**EXPERIENCED MAN** wants position as manager, or connection with reliable firm. Manager for last four years. A1 reference. Address 50G29, Grain Dealers Journal, Chicago, Ill.

**MANAGER** elevator, coal, flour and feed or as solicitor. Thirteen years' experience. Iowa preferred. Available now. Address 50E6, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as manager of elevator. Twenty years' experience. Illinois point tributary to Chicago preferred. References. Address 50G12 Grain Dealers Journal, Chicago.

**WANTED—Position** as bookkeeper with grain firm by middle aged man; 15 years with one firm. Can furnish good references. J. A. Brande, 4725 Aldrich Ave., S., Minneapolis, Minn.

**GRAIN MAN WITH 12 YEARS' EXPERIENCE** wants position as manager farmers or independent elevator. Understand books and side lines. Married; references. Address 50E16, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED MAN** wants position with Farmers' or Independent elevator. Can handle lumber and all side lines. Have shown results. Good bookkeeper. Best of references. Address 50F6, Grain Dealers Journal, Chicago, Ill.

**A man who has enough push to advertise his services in a high class trade journal is the kind you want.** Look 'em over. You will find a competent manager, a reliable grain buyer or a qualified and efficient traveling solicitor.

**WANTED—Position** with grain firm by married man; reliable, understand inspecting and sampling grain, also protein testing. High school education; good reference. Address 50E22 Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by experienced grain man as manager of Farmers Elevator or Line Elevator, or will take position as asst. to manager for good Farmers company. Experienced in handling side lines. Address 50F31 Grain Dealers Journal, Chicago, Ill.

**MAN WITH 10 YEARS' EXPERIENCE** wants position as manager of small elevator or mixed feed plant in hustling Southern town where there is a chance to work my way into the business. Now employed as traffic manager. 31 years old. Married. Best of references. Address 50G2 Grain Dealers Journal, Chicago, Ill.

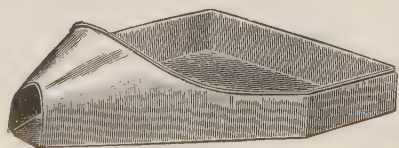
**MAN WITH 12 YEARS' EXPERIENCE** as mgr. grain elevator and side lines wants position as mgr. or assistant with financially sound elevator Co. Iowa preferred. Now employed; good reason for change. First class bookkeeper; age 34; married. Best of recommendation and references. 50G5 Grain Dealers Journal, Chicago.

**WANTED** position as manager of grain elevator, any kind that pays good money, anywhere south or west; California preferred; any time after May 15th—possibly before. Ten years' experience handling grain and side lines. Must be town with good high school. Best of references. Five years present position. Address 50F5, Grain Dealers Journal, Chicago, Ill.

**WANTED—Position** as manager farmers or independent grain company in Kan., Neb., or Colo. by married man, 28 years old. Have college education, good bookkeeper, thoroughly experienced in grain business, several years in country elevator, last 3 years in terminal market. 50G20 Grain Dealers Journal, Chicago.

**SAMPLE ENVELOPES.**

**SAMPLE ENVELOPES—SPEAR SAFETY—**for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

**GRAIN SAMPLE PANS**

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1½x9x11", \$1.80. Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

**GRAIN DEALERS JOURNAL, 309 So. La Salle St., Chicago, Ill.**



## MACHINES WANTED.

**BROWN** Portable 8 ft. Standard Piling machine. \$270. Diamond Mills, Evansville, Ind.

**FOR SALE**—Two Stand Elevators. 20 foot Centers 5x4 Cups. Complete with head shafts and pulleys. Address 50G8 Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One No. 4 Monitor Seed Polisher and Cleaner, has variable speed on Sieve Box Shaft and 3 extra sets of screens. A Standard Machine and a bargain. Address 50G7 Grain Dealers Journal, Chicago, Ill.

**FIBER CLAD WIRE ROPE** for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

**PULLEYS**—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. We have at all times a large list of used mchy. Write or wire us for description and prices. Standard Mill Supply Co., Kansas City, Mo.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,

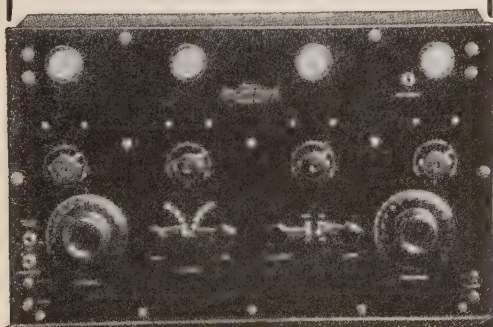
9 S. Clinton St. Chicago, Ill.

## INVESTMENT.

**THE LARGEST STOCKHOLDER**, who is president and general manager of a prosperous mill and elevator company in Southern Illinois doing a nice milling, jobbing, wholesale and retail business, desires to devote more of his time to personal interests, so will offer his stock for sale. \$25,000.00 will handle it. Terms if desired. 50F20, Grain Dealers Journal, Chicago.

**FOR SALE**—One-third interest in established grain business; located in Central Illinois. Consists of cash brokerage office and two country elevators at nearby towns, all doing large volume of business on profitable basis. Prefer partner who would be willing to assume management of one of our elevators in town of 500. Requires about \$19,000 investment. If you mean business and are looking for an exceptional opportunity address 50G18 Grain Dealers Journal, Chicago, Ill.

## LEWIS Three Stage RECEIVER



The dependable equipment demanded by Grain Men and Millers throughout the country.

Our equipment is guaranteed to give absolute satisfaction or money refunded. Confidence is the cornerstone of our business success.

Write or wire for information.

**Continental Radio, Dept. H.**  
128 No. Wells St. Chicago, Ill.

## MACHINES WANTED.

**DO YOU WANT A MACHINE** that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

## SCALES FOR SALE.

**FOR SALE AT REDUCED PRICE**, new Richardson latest type ten bushel automatic scale. J. P. Gibbons Grain Co., Kearney, Neb.

**PRACTICALLY NEW** Howe Sonander automatic scale at reasonable price. Reason for selling bought scale larger capacity. M. H. Spurgeon & Son, Truesdale, Iowa.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES WANTED.

**WANTED** a hopper scale, standard make, of 2,000 bu. capacity. Must be in first class condition. Address 50G28, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

**FOR SALE**—40-50 pound Howe Scale weights in good condition. Chas. Love, Macon, Ill.

## DUPLICATING SCALE TICKETS.

Books containing 300 original tickets and 300 duplicates, 75c per book. Six books your own firm name, etc., on each ticket, \$7; 12 books \$10; 24 books \$16. Write for samples. Specialists in duplicating and triplicating forms. Tribune Printing & Binding Co., Hicksville, Ohio.

## FOR SALE—MISPRINT ENVELOPES.

- 1 lot 4 oz. heavy rope paper \$1.60 per M.
- 1 lot 2 oz. heavy rope paper \$1.20 per M.
- 1 lot 1 oz. heavy rope paper \$1.00 per M.
- 1 lot 1 oz. white paper \$2.00 package of 4,000.
- 1 lot 1/2 oz. white paper \$1.50 package of 4,000.

DIAMOND MILLS,  
Evansville, Indiana.

## HOW TO FORECAST THE PRICE OF WHEAT

New booklet by Prof. Weston showing how to forecast the price of wheat by means of cycles in the records. Gives over 600 years of wheat record; charts; explanatory write-up of the famous cycle system; charted forecasts for future years; very clear. Price \$5. Circular on request. Address L. H. Weston, Brightwood Station, Washington, D. C.

## WOOL WANTED.

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

## ENGINES FOR SALE.

**FOR SALE**—1 25 h. p. I. H. C. oil engine, good repair. Priced reasonably. Installing electric power. A. E. Young, Ravenna, Mich.

**ONE HEAVY SERVICE** 16 h.p. Fuller & Johnson engine, not run since factory built, in A-1 condition, equipped with kerosene. Price for immediate sale \$350.00 on car here. H. B. Gross, Warrens, Wis.

**FOR SALE**—60 h.p. Worthington Diesel engine, used three months; 3,000 bu. capacity Ellis Drier; 29 h.p. boiler and much shafting, pulleys, etc. Our flour mill partly destroyed by fire and being dismantled, reason for selling. The Wadsworth Feed Co., Warren, Ohio.

**FOR SALE**—50 h.p. Bessemer Crude Oil engine, complete with water pump, air compressor and starting equipment, friction clutch pulley and extra cylinder and piston in first class condition. Low price for quick sale. Must move. 50G17 Grain Dealers Journal, Chicago.

## STEAM ENGINES, BOILERS.

### BARGAIN FOR QUICK SALE

One 65 h. p. Centre Crank steam engine with 80 h. p. high pressure boiler (new). Also double cylinder Snow Pump and all pipe connections. In first class condition. Address Farmers Union Co-op. Ass'n, Maple Hill, Kansas.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To close them out promptly we are offering them at greatly reduced prices.

**One No. 4—Storage Receipts**, for keeping record of grain stored for farmers. Contains 47 receipts and 47 stubs. Prevent misunderstandings, avoid disputes, law suits and losses by using receipts. Get this book; it's a bargain. Hurry! Sale price, 35c. Include postage to your postoffice. Order "No. 4 Special."

**One Grain Shipper and the Law**, a book of decisions of the State, Supreme and Federal Courts, covering shipper's contracts and his relations with the carrier. Soiled from being used as sample. Order Form Grain Shipper S. W. Price \$1.00.

GRAIN DEALERS JOURNAL,  
309 South La Salle St., Chicago, Ill.

## LOAD R. R. CARS Without Scooping

By installing a BOSS AIR BLAST CAR LOADER, even the lowest and oldest houses can be brought up to date in loading facilities. Every car loaded without any scooping in the car.

Grain handled rapidly. No re-elevating necessary to load. See illustration.

### Suggestive Installation Blue Prints Free!

The blue prints show how small elevators can load grain without re-elevation and without scooping in the car. Our PORTABLE CAR LOADERS also meet many needs. When your elevator burns you can continue to handle grain until you rebuild. Parts can be used in new elevator.

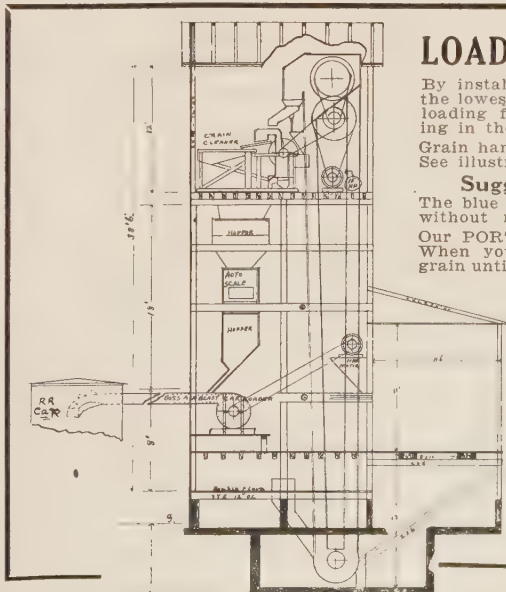
Write today, stating your problems. There is just as good money to be made in the grain business as there ever was.

Our Catalog No. 23 shows all types of CAR LOADERS and also Portable Belt Conveyors for handling coal, sand, gravel, etc., at a great saving in labor.

## MAROA MFG. CO.

Dept. G.

Maroa, Ill.





## SEEDS FOR SALE—WANTED

## SEEDS FOR SALE—WANTED

SUDAN AND GRIMM Alfalfa Seed.  
Write for sample and prices. Barkemeyer  
Grain & Seed Co., Gt. Falls, Mont.

## VELVET BEANS

All varieties Cane Seed, Millet.  
Car lots or less; wholesale.  
BURR CLOVER FARMS  
Originators of Early Southern Burr Clover  
Rock Hill, S. C.

## SORGHUM WANTED.

WANTED—Cane Seed for feed purposes.  
Hales Mfg. Co., Milwaukee, Wis.

## SEEDS FOR SALE—WANTED

CHOICE, re-cleaned, tested, home grown  
Medium Clover. Priced to sell quick.  
Pfeiffer Elevator Co., Durand, Wis.

## ORANGE AND AMBER CANESEED.

Nice plump, bright, new crop stock, home  
grown. Ask for samples and prices. M.  
YOUNG & COMPANY, Winterset, Ia.

WE HAVE Nebraska grown alfalfa and  
sweet clover seed, also timothy, alsike, red  
clover, brome grass, blue grass, rape seed,  
etc., etc.  
CAMPBELL SEED HOUSE, Seward, Nebr.

J. OLIVER JOHNSON, Inc.  
TURF SPECIALIST  
SEEDS—HUMUS—EQUIPMENT  
1805-17 MILWAUKEE AVE.  
CHICAGO

HENRY HIRSCH  
Wholesale Field Seeds  
Clover—Alsike—Timothy—Alfalfa  
Our Specialty  
All Other Field Seeds  
Toledo - - - Ohio

The S.W. Flower Co.  
Wholesale  
FIELD SEED  
Merchants  
Specialties  
Red Clover, Timothy  
Alsike  
TOLEDO  
OHIO

The J. M. McCullough's Sons Co.  
BUYERS—SELLERS  
Field and Garden Seeds  
Cincinnati - - - Ohio

SEED CORN—NOTHING ELSE  
Hand Picked in the Ear  
ENSILAGE—BUTTED and TIPPED  
COUNCIL BLUFFS SEED COMPANY  
COUNCIL BLUFFS, IOWA

WHITNEY-ECKSTEIN SEED CO.  
Wholesale Seed Merchants  
BUFFALO, N. Y.  
CORRESPONDENCE INVITED

COURTEEN  
SEED CO. Milwaukee,  
Wisconsin  
Clover, Timothy, Grass Seed  
Grain Bags

L. Teweles Seed Co.  
MILWAUKEE, WIS.  
Grass and Field Seeds

## A Trial Order

GRAIN  
DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the  
10th and 25th of each month for one year just to learn if I can get  
any helpful suggestions from the opinions and experiences of other  
grain dealers. Enclosed please find Two Dollars.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

Use Universal Grain Code and Reduce Your Tolls.

Field and Grass  
Seed Trade Directory

## ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

## BALTIMORE, MD.

Buffington & Co., John J., field seeds.  
Wm. G. Scarlett & Co., wholesale seed merchants.

## BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, Inc., J. Oliver, seeds, humus, etc.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

## KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.  
Tobin Seed Co., alfalfa—bluegrass.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., seed merchant.

## MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.  
Minneapolis Seed Co., field seeds.

## NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

## ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

The Mangelsdorf Seed Co.  
Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

OUREN SEED CO.  
Council Bluffs, Iowa  
Buy and Sell Red, White and Alsike  
Clovers, White and Yellow Blossom  
Sweet Clover, Alfalfa, Red Top, Blue  
Grass and all Seed Grains

## HAY WANTED.

SHIP YOUR HAY  
to  
ALBERT MILLER & CO.  
192 N. Clark St. CHICAGO, ILL.  
Good Sales—Prompt Returns



## SEEDS FOR SALE—WANTED

### SEEDS

Clovers-Timothy,  
Grass Seeds, Seed  
Grains, Fodder  
Corn, Millets

We have a full line of all  
Field, Grass and Garden Seeds  
Samples Submitted

**NORTHRUP, KING & CO.**  
MINNEAPOLIS, MINN.

**MINNEAPOLIS SEED CO.**  
MINNEAPOLIS, MINN.

We are Buyers and Sellers of—TIMOTHY-CLOVERS-MILLETS  
Grass Seeds and Seed Grains.  
Send samples for bids Ask for samples and prices

Buyers and Sellers  
Car Lots and Less  
Grass and Field Seeds

**John J. Buffington & Co.**  
BALTIMORE, MD.

IMPORTERS EXPORTERS  
**GRASS and  
CLOVER SEED**  
Buyers and Sellers of Timothy, Red Clover,  
Alfalfa, White Clover, etc.  
**NUNGESSER-DICKINSON SEED CO.**  
New York, N. Y., U. S. A.

**THE  
ILLINOIS SEED CO.**  
CHICAGO, ILL.  
WE BUY AND SELL  
**Field Seeds**

Ask for Prices  
Mail Samples for Bids

### Grain Receiving LEDGER

A book designed for use by Grain  
Buyers who keep individual accounts  
with farmer patrons. Is ruled for  
facts regarding wagon loads re-  
ceived. Its column headings being:  
Date, Article, Gross, Tare, Net,  
Bushels and Pounds, Price, Debit,  
Credit and Remarks.

Each of its 204 pages of linen ledger  
paper, size, 8 $\frac{1}{4}$ x13 $\frac{3}{4}$  inches, is ruled  
for 42 wagon loads and numbered.  
Each page may be used for one or  
more accounts as desired. A marginal  
index is bound in front. Bound in  
cloth with leather back and corners.  
Order Form 43.

Price, \$3.25

**Grain Dealers Journal**  
309 So. La Salle St., CHICAGO, ILL.

Missouri Grown Blue Grass  
Kansas Grown Alfalfa, New Crop  
*We are now prepared to accept orders for both*  
**TOBIN SEED CO.**  
KANSAS CITY, MO.

**LOUISVILLE SEED COMPANY**  
Incorporated  
Louisville, Ky.  
Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES

**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

Alfalfa, Blue Grass, Clover,  
Sudan, Millet and Cane  
**RUDY PATRICK SEED CO.**  
Kansas City, Mo.

**ED. F. MANGELSDORF & BRO.**  
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas  
First and Victor Streets St. Louis, Missouri

**KELLOGG**  
SEED COMPANY  
MILWAUKEE, WISCONSIN  
FIELD AND GRASS SEEDS

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited Send us your samples  
TOLEDO, OHIO

Tell us what you  
need for your  
Grain Elevator  
and we'll tell you  
where to get the  
latest and best.

**INFORMATION BUREAU**  
Grain Dealers Journal, 305 So. La Salle St.,  
Chicago



**CRAWFORDSVILLE SEED CO.**  
**FIELD SEEDS**  
CRAWFORDSVILLE, INDIANA

**ALFALFA  
TIMOTHY RED TOP**  
Agricultural Seed Company  
Main & O'Fallon Sts. St. Louis, Mo

**North American Seed Co.**  
WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

### GRASS AND CLOVER SEEDS

RECLEANED & REFINED

For Field, Lawn or Golf

**THE ALBERT DICKINSON CO.**

Headquarters to the Trade

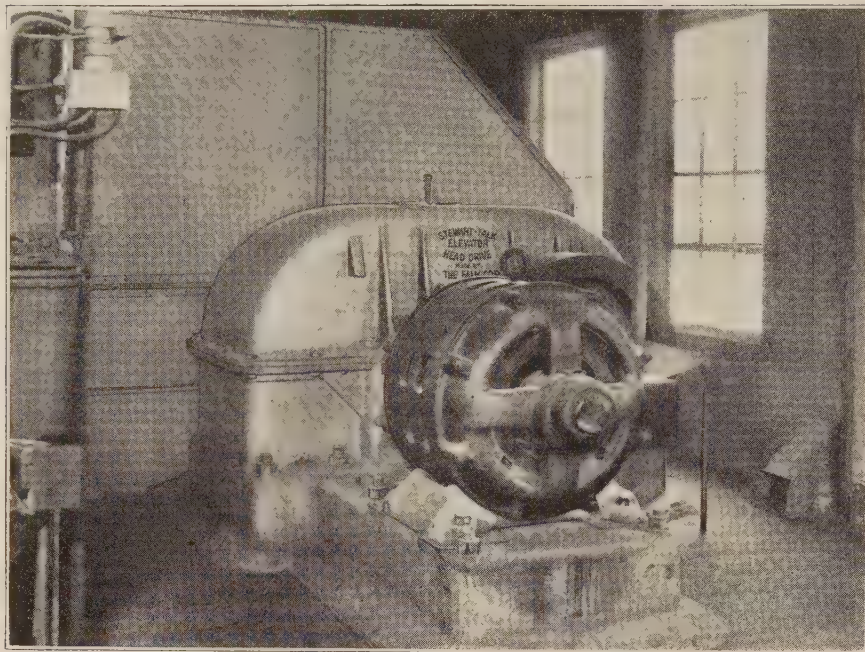
PROPRIETORS AND DISTRIBUTORS OF THE PINE TREE BRAND

CHICAGO

"THE MARKET PLACE"

**O**UR advertisers are helping us to improve Grain Trade  
conditions. SHOW YOUR APPRECIATION, Mention G. D. & J.





One of the 19 Falk Herringbone Gear Elevator Head Drives installed in the Northern Central Elevator at Canton, Baltimore, Md., for reducing the speed of motors

# F A L K

## HERRINGBONE GEARS

Falk Herringbone Gears, hobbed with great precision on the largest gear cutting machinery in the world, afford the most efficient means of transmitting power which it is possible to obtain.

Elevator builders and elevator owners who look beyond the initial "purchase" price and view it as a "cost" price involving wear on driving and driven machinery, costly breakdowns, loss of motion and loss of power, install Falk Herringbone Gears for the transmitting of power with the utmost reliability and the utmost economy.

**The Falk Corporation**  
Milwaukee Wisconsin

REPRESENTATIVES:

W. O. Beyer, 1007 Park Bldg., Pittsburgh, Pa.	M. P. Fillingham, 50 Church St., New York City.
F. W. Grimwood, Rialto Bldg., San Francisco, Cal.	Vulcan Iron Works, Wilkes-Barre, Pa.
Denver Engineering Works, Denver, Colo.	
Engineering Equipment Co., Ltd., 358 Beaver Hall Square, Montreal, Quebec, Canada	
Gustav Melms, 3 Rue Taitbout, Paris	



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaving grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, APRIL 10, 1923

DID YOU ever notice that freight rates are too high when the market is soft; and that transportation facilities fail when the market is strong?

THE VETO by Governor Davis of Kansas of the bill for taxation to keep the Leavenworth & Topeka Railroad in operation properly calls attention to the fraud perpetrated by taxing all persons in the community for the benefit of the farmers using the road, privately owned by 820 stockholders, most of them farmers. If the government owned the road it would be kept in operation regardless of how much money it was losing.

THE INCREASE in the wages of unskilled labor just announced by the steel manufacturers is one step towards advancing the cheaper labor to the artificial levels of the organized miners, building trades and trainmen. As the wages of others increase, costs will increase and the recipients of the artificially enhanced wage will lose their advantage. The copper miners are getting an increase, as are the cotton mill hands and in due course it will get around to the farm hand driving the cultivator in the corn field. Then the farm proprietor will have to get more money for his grain or lay his soil down to grass. The biggest item in growing a crop of corn is the labor cost, and the number of acres that one man can take care of right, even with good machinery, is limited. Fortunately for the grain dealer the present upward readjustment in the price of corn comes just in time to persuade the farmer to plant his usual acreage.

LEGALITY OF POOLING crops is about to be tested, the tobacco pool of Northern Wisconsin having brot suit against a tobacco company, the defense being that the pool is an illegal organization.

THE NEW RYE grades seem to meet with the general approval of the trade; so after the first of July the grain trade will handle wheat, corn, oats and rye on Federal grades. Barley and flaxseed must wait for later investigations and rules.

THE BUROCRATIC Buro of Markets has been rapped hard by the U. S. District Court of Massachusetts holding, in the recent case of Ransom E. Smith, that the Buro had no power under the law to distribute among wool-growers the excess profits taken from wool dealers during the war.

WHILE THE majority of our readers who have criticized the Dillon plan of marketing wheat were against the plan, some insisted that it had certain advantages which should be given a thorough trial before condemning the entire scheme proposed by Mr. Leimert on page 44 of the Journal for January 10th. The plan is worth every dealer's consideration and we are hoping to have more discussion of its good as well as its bad points. Let us hear from you.

AFTER putting out any small fire in a grain handling plant the premises should be gone over carefully or watched to guard against fire breaking out again. At Marinette, Wis., recently the fire department put out fire found to be burning in a small pile of grain dust on the iron roof near the cupola, at 10 o'clock. At 1 o'clock the same night the whole roof was found to be on fire, which was put out, but not until the automatic sprinklers had done great damage by water on all of the four floors of the mill.

SO MANY country elevator operators have failed during recent years that all will be interested in the reasons set forth by Mr. Higgins in this number in "Why Country Elevators Fail." If we could always publish the true and exact reason why every elevator failed, the number of failures would be greatly reduced. The trouble is, most of the operators who fail keep the causes to themselves and their brother dealers fall into the same errors and suffer the same disastrous losses later.

RECEIVERS are already credited with buying new crop Illinois wheat and doubtless they confirmed the sale without requiring the deposit of any earnest money. It is just this lax practice that has cost many receivers dearly. If it is good business to require a man who buys or sells grain for future delivery in the option market to deposit a margin, it is just as good practice to require the same deposit in the cash trade. If Illinois has a late and a wet harvest, it may prove very difficult to deliver new wheat by August 15th as some are now contracting. If farmers insist upon selling grain which is not yet harvested, it would seem safer to accommodate his speculative fever by recommending that he sell the option.

THE SCARCITY of farm labor at wages the farmers are willing to pay will surely result in a material reduction in the acreage in many parts of the country and no doubt will also result in less cultivation and smaller crops.

DID YOU read the Proposed Regulations for the Prevention of Dust Explosions on page 330 of the Journal for March 10th. Well, you owe it to your business and yourself to read them carefully and to quickly give your plant a thoro cleaning.

IF THE pessimists of the terminal markets would spend one-half the time now wasted in aimless kicking, in trying to improve their facilities for serving the outside trade they might get in a mood to hustle for new business. Soliciting business at a funeral is in poor taste, especially when the funeral you are celebrating is your own. If you must advertise tell the good features of your service, keep the distressing details to yourself.

REGULATION goes hand in hand with taxation in increasing the cost of doing things not worth doing. Some of the insurance companies are finding that more than one-half the time of the personnel in their offices is lost in complying with regulations by government. The sad part is that the additional expense must be borne by the industry. In casualty insurance the evil is aggravated, the added cost coming out of the victims of accidents or their widows and children.

THE TOWN without any fire protection is surely not an advantageous place to build a grain elevator or feed mill. Reports of the total destruction of two plants so unfortunately located has brought to light recently the additional information that some elevator men neglect to provide even the simplest forms of protection even in towns where no fire fighting apparatus is provided. The man who has an elevator located at an inaccessible point, or a long distance from modern fire fighting apparatus owes it to himself to install fire buckets and barrels with calcium chloride solution as well as fire extinguishers, so as to make it possible to extinguish fires which are discovered in their incipency.

GRAIN POOL promoters do not seem to be discouraged by the dissolution of many of the pools that have failed to pay the members prices that compare with the prices ruling in their local markets; but they continue to prey upon the poor misguided producers who seem ever willing to credit any story that is said to be against the much hated middleman. Unfortunately for the members of most of the pools which have attempted to handle farm products the promoters had no marketing experience and most of them had no idea whatsoever of marketing methods; so the members of the pool suffered heavy losses. Of course the promoters are shrewd enough to go into new territory before attempting to organize new pools. They seldom try to catch suckers in the same neighborhood with the same kind of bait. Grain dealers who have the interests of their farmer friends at heart are warning them against the expensive and impractical pooling schemes.



FIVE LARGE mines of one corporation in Williamson and Franklin Counties, Illinois, have been closed on account of competition by non-union mines in other states, and the miners talk of having a state law passed to force the company to re-open its mines. Evidently the miners do not know as much about the law of supply and demand as do the grain dealers and farmers.

BULK-HEAD shipments of grain were seldom indulged in the days of small box cars except for the annual cleanup of odd lots of grain after the crops had been marketed. As the size of box cars has been increased the demand for bulk head shipments has become more urgent. The small retailers of the consuming sections of the East and Southeast have neither the storage room nor the capital to buy supplies in units of 100,000 lb. capacity cars so they are forced to resort to bulkhead shipments. The extra expense of labor and material for bulkheads to accommodate mixed car lot shipments to interior points is sufficient to discourage this business without penalizing such shipments an extra five dollars per car. Before the days of Mr. McAadoo the railroads never dreamed of such extortion and cannot justify it.

### Regulated Out of Business.

The abandonment of the C. P. & St. L. railroad with its two hundred fifty-three miles of track, taken with the many other roads which have been abandoned during the past year, should serve to cause the champions of radical legislation to ease up a bit and give the railroad owners a chance to manage their own property. The ever increasing flood of rules, regulations and interferences with the railroad by the state and federal government has brought about such discouraging conditions that the railroad mileage in this country has decreased every year since 1915. During 1916 to 1921 inclusive, the mileage was reduced 2,206 miles and this mileage has been further increased during the last fifteen months. Many other railroads are now so handicapped by repressive regulations and legislation that the receivers now in charge are forced to recommend the abandonment of many more miles of track. Elevator men so unfortunate as to have plants located on railroads which are forced out of business by radical legislation should come to a deep realization of the folly of sending so many visionary loud-mouthed agitators to Congress and to our state legislatures for the enactment of laws. The entire country, all business and the individual citizens are suffering from impractical legislation which has been forced upon the country by the ignorant and the inexperienced.

One of the latest examples of a legislature being swayed by prejudice and sentiment rather than by a knowledge of business conditions and a determination to serve the best interests of all, is to be found in the demand of Manitoba's legislature upon the Dominion Government that it fix a minimum price for all grain based on the actual cost of producing it. Would you believe it that demand was adopted by the unanimous vote of the Provincial Legislature? It might just as well have voted to demand that the Dominion Government increase the

hours of sunshine during the grain growing months; for the Government has no more power to set aside the economic laws governing the price of grain which must prevail than it has to regulate sunshine.

### The "Full Farm Crew Bill."

Several of the states have laws enacted at the behest of labor leaders requiring trains to have full crews of trainmen whether needed or not, substituting a cast-iron law for the judgment of the responsible operating officials, the purpose of the labor agitators being to increase the number of jobs and to prevent the officials from dispensing with the unnecessary extra men.

A similar bill was introduced into the Minnesota legislature and when the railroad labor lobby descended upon the assemblymen one farmer who had discovered that the farmers would have to pay the bill in increased freight rates strenuously objected.

To make the folly of enacting the bill clear to his fellow farmers this member introduced the "Full Farm Crew Bill," requiring a farm hand for each 40 acres, a milker for every six cows or a fraction thereof and creating an 8-hour day based on the skilled labor union wages determined by the average current daily pay of plumbers', carpenters', printers', plasterers' and bricklayers' unions. It also provided that wives, sons and daughters of farmers who work on the farm must be compensated at the same rate of pay, the wages to be fixed somewhat in the manner of the present U. S. Railroad Labor Board.

The bill got no further than first reading, but it had the effect desired by its author and the railroad labor lobbyists were laughed out.

### Herding the Farmers Like Swine.

The American farmer always has been an independent character. He has been in the habit of using his own judgment on how to run his business. This is one of the reasons for the enactment of the co-operative marketing law in about twenty states during the present sessions of the legislatures. The agitators controlling the marketing graft have found that the grain growers will slip out of their net unless tied securely, and the law is intended to aid the agitators to herd the farmers like swine.

Night-riders coralled the tobacco growers, and the agitators of the Canadian Northwest talk of a "compulsory" wheat pool, but there is a vast difference between monopoly of a crop like tobacco, grown in a limited territory, and the wheat crop, which is grown in every clime and marketed in some country every month of the year.

A close study of the new co-operative marketing law must produce an unfavorable reaction in the mind of the farmer. What guaranty has he that the judgment of the pool managers as to the proper time to sell is any better than his own? After having been a member of a pool for a few years and having had the futility of the scheme proved to his own satisfaction, the law would prevent him from severing his connection except by paying a stiff penalty.

Legislators have been bunkoed into believing that farmers are a special class requiring spe-

cial privileges and special legislation, whereas the business of farming is the same as any other legitimate activity. Why not have a law requiring that one who joins a labor union must remain a member for 5 years? or a law that a cook can not leave her mistress' employ under five years? This would be a no more silly attempt to deprive the individual of the right to contract guaranteed to him by the Constitution.

### Opening the New Elevator.

An Iowa grain dealer who recently opened a brand new, modern up-to-the-minute elevator of which he was justly proud, advertised its opening in the local papers for a month in advance of the opening day and invited everybody to drop in and get refreshments. No doubt such advertising will bear some good results because if the owner's enthusiasm over the town's latest facilities in handling grain is passed on to his fellow townsmen, no doubt they will talk about it outside of town and advertise his splendid facilities for receiving and shipping grain to the advantage of the farmers and the town and to the profit of elevator operator.

What seems to be a much better way was adopted by an Indiana dealer who celebrated the opening of his new rapid receiving house by sending a letter giving the essential facts regarding the improvement to all the local merchants and also to all the farmers in territory tributary to his elevator and invited all to come in for the opening day. He offered attractive prizes in the form of \$5.00 and \$10.00 credits at all local stores, for the first truck load of each kind of grain and for the first horse-drawn load of each kind of grain. This helped to interest the local merchants in the opening. He issued tickets numbered consecutively to the haulers as they arrived. He permitted the holders of odd numbered tickets to draw for a special prize from a bushel basket, while those whose arrival earned an even numbered ticket drew prizes from another bushel basket. This latter drawing kept all the farmers waiting until late in the afternoon for a chance to draw and in the meantime they were convinced of the safety and rapidity with which a large number of loads could be dumped into the sink and elevated without anybody waiting. A number of farmers who lived near to town, rushed back home for a second load so they could get in on the final drawings for second chance.

Country elevator men as a rule recognize the great advantage of modern, up-to-the-minute facilities to their business; but they often neglect to impress the advantage of these facilities upon their customers and would-be customers by advertising these facilities to men who have or expect to have grain for sale.

The elevator man convinces them of his earnest desire to give them the best service possible. Of course it is against the interests of the elevator operator to open the house until everything is in prime working condition, everything in order, and the prices posted right up to the minute. The more orderly and the more easily a number of loads are received without spilling, wasting or delaying, the sooner all contestants come back with other loads.



# Future Trades of Farmers Elevator Manager Valid

Farmers at Enid, Mont., in August, 1916, incorporated the Equity Cooperative Ass'n, started building a 35,000-bu. elevator and while it was under construction hired one Pope as manager to buy grain on track for shipment.

Pope understood hedging and had numerous satisfactory transactions with McCarthy Bros. Co., grain receivers of Minneapolis, Minn., amounting to \$16,700 until Feb. 6, 1917, when the farmers equity borrowed \$5,000 of McCarthy Bros. on a note for the purpose of buying grain, one consideration being an agreement by the equity to ship "75 per cent of its purchased grain to McCarthy Bros. to be handled on usual commissions."

A traveling representative of McCarthy Bros., plaintiffs, reported to them that the ass'n was of A 1 personality; that its elevator cost about \$8,600; that money in hand and stock subscription due would more than pay for it; that Pope was an exceptionally good man, and on track trading to the extent of 22,000 bus. had netted the ass'n \$1,700; that Enid had three elevators; that of old crop about 30,000 bus. were yet to come in; that buying at the elevator would commence about Feb. 15; that Enid would hardly handle 350,000 bus. yearly, but Pope ought to get half that, and at least 100,000 bus.; that the ass'n's account ought to be good for at least 150,000 bus. of a fair crop, coming that year; that the ass'n expected to handle about 30,000 bus. more that spring; that until fall plaintiff might have to carry the ass'n for \$1,000 or \$2,000 more than the \$5,000 security note; and that the account had been secured in the face of eager competition.

In April, 1917, and following the death of said agent, another of plaintiff's agents visited Enid, and by Pope and the ass'n's secretary was told that they had on hand about 5,000 bus. of wheat, and expected considerable would come in during the spring. This information was conveyed to plaintiff on May 10, and action was taken as aforesaid. The agent returned to Enid, advised the ass'n of Pope's operations, and procured an accounting and a mortgage.

April 25 plaintiff wrote to the ass'n that, if it was "not sure of getting in the cash wheat before the middle of May," it would be well to buy back the May wheat and sell July, for that May was "getting tight," and all large elevators were "changing their hedges from May to July," which advice was followed as aforesaid. May 5 plaintiff sent its account to May 1, with balance due, \$14,300, to the ass'n, stating it understood the latter had enough grain in to meet the account, and which ought to be got out as soon as possible in settlement. May 10 plaintiff wired to learn total grain on hand; answer, 3,000 bus.; whereupon plaintiff wired, if so, why 14,000 July sold. May 10 plaintiff also wrote that the balance then due was some \$18,000, and that wheat should be shipped at once to "take in these hedges."

Thereafter plaintiff advanced more money to, and bought and sold more wheat for, the ass'n, in part of sales actually delivered. Later suit was commenced to foreclose the mortgage by McCarthy Bros. Co. At the trial Pope testified that in respect to some of his transactions aforesaid he did not intend delivery of the grain, but he expected grain to come in to the elevator, and, if it did, deliveries would be made; that he thought wheat would go down, and he was more or less speculating; that margins were neither demanded nor supplied; that he did not advise plaintiff deliveries were not intended; that he was to do the hedging for the ass'n, and that this may be done by buying or selling at exchanges.

The U. S. District Court of Montana on Feb. 6, 1923, said: In behalf of plaintiff, in addition to the foregoing, the evidence tends to prove that all transactions were in accord with the rules and laws of the Chamber of Commerce, and without knowledge or notice of Pope's intent not to deliver or receive grain, if any such intent he had; that plaintiff handles no accounts, save for country elevators and at terminals; and that hedging involves both buying and selling for the elevator's account.

Adverting to the law of the case, defendants recognize the well-settled principle that transactions, speculative or otherwise, in commodities for future delivery, are presumptively or prima facie valid, and that the burden of proof is upon him who alleges that they are of mutual intent not to deliver, are mere wagers and gambling, and so are invalid. See *Brown v. Thorn*, 258 U. S. —, 43 Sup. Ct. 36, 67 L. Ed. — (November 13, 1922), and its citations.

Defendants contend, however, that the burden has been sustained, and the case proven to be of the latter category. This is true partially, if not wholly, in so far as the intent of the ass'n's agent, Pope, is concerned, but not so in respect to the intent of plaintiff. The conditions and circumstances attendant upon each transaction as it occurred are to be taken into account to determine plaintiff's knowledge and intent, but not the final catastrophe, or events not necessary consequences, the most fallible of all criteria.

Before the contract of Febr. 6, 1917, plaintiff had sold five cars of grain for the ass'n, wherein hedging had been employed to some extent, and before any of the said grain sales had closed out one sale and purchase of May wheat. To this latter defendants appeal as a mere wager, settled on differences, and as notice to plaintiff. Although not a hedge on sale to arrive, it well may have been taken as the like on future wheat by an association in continuous actual grain transactions, followed as it was by the shipments, aforesaid. That it was closed without actual delivery signifies only that for sufficient reason the ass'n concluded to take a present profit, even as is admitted in respect to another sale and purchase of that time, and which was initiated as a hedge on grain to arrive.

After the said contract, the first transaction, aside from plaintiff's advances to buy grain, was a sale of May wheat, and the second was a purchase of July wheat. Then followed sales and purchases as aforesaid. This purchase of July wheat defendants urge as notice of Pope's lack of intent to deliver, to which plaintiff responds, it assumed it was to close out a hedge on sales through some other broker, some of which the ass'n had theretofore made, and yet could make, or a hedge on stored grain. In respect to the latter, at least, as conditions and circumstances then were, no conclusive reason appears why at the time of the purchase,

the vital time, this assumption could not without unreason be made. At any rate, this isolated transaction (out of the case, save for its evidentiary value) was insufficient as present notice of any wagering intent entertained by Pope. He was the trusted agent of the ass'n, otherwise in good faith executing its contract with plaintiff, the latter had then advanced \$4,000 on the ass'n's drafts by Pope to buy grain known to be available, and this transaction was not so unusual as to discredit all else and arouse suspicion—was one usual and valid in like circumstances known or to be reasonably assumed. Plaintiff could rely on Pope's good faith, even as defendants did. It was not bound to suspicion of his transactions, or to question his judgment, or to inquire into his intent, until to its knowledge came facts to the contrary sufficient to serve as notice to the average broker or commission house.

**Gambling Transactions.**—It must be noted that this is not the ordinary case of marginal transactions between a more or less fugitive customer, not in the grain trade, and brokers. Whenever the latter appears, the presumption of validity virtually disappears, and if a counter presumption does not arise, as in principle it might, proof of invalidity is practically made, at least unless successfully rebutted by the broker. For it is known of all men that the overwhelming majority of the transactions last aforesaid intend no deliveries, unless therein one can squeeze or break another, is gambling pure and simple and of most pernicious character, victimizing the world, commonly increasing and rarely decreasing the price of bread, plundering nonparticipants and rich and poor alike for the profit of modern forestallers, engrossers, and regraters, in comparison with which all Monte Carlos pale to insignificance. On the contrary, the instant case and its transactions are those usual and valid between a country elevator ass'n, storing or buying grain at the point of production and selling it at distant terminal markets, and brokerage or commission houses, more or less necessarily employed to dispose of the grain at the latter places.

The circumstances repel inference that plaintiff knew or ought to have known, at the time of the transactions, that in some at least Pope intended mere gambling. Not only did it execute Pope's orders without usual margins, but it advanced to the ass'n \$11,000 for Pope's disbursement for grain for future delivery. That these advances would not pay for all grain sold is not very important, in view of the facts that the ass'n was of grain growers, had credit, and it was expected that the grain at intervals would be got in, shipped, sold, and paid for. It is not reasonable to believe that, if plaintiff shared or knew of Pope's wagering intent, it would for so long have incurred so large a financial hazard without security, save the indorsed \$5,000 note aforesaid.

There may be some ground for suspicion, but none for a finding against plaintiff upon the issue of intent or knowledge. This suffices to determine the suit against all defendants.

The findings are for plaintiff, and decree accordingly against defendants.—286 Fed. Rep. 171.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. M. & St. P. 82902 passed thru Lytton, Ia., Mar. 28 leaking at end. I nailed the siding down but noticed when they coupled the cars that it still leaked.—R. L. Friend, ass't mgr. Farmers Elevator Co.

C. & N. W. 92590 passed thru Haverlock, Ia., Mar. 22 going east and leaking yellow corn at door. Door was bulged or broken.—J. L. Miller, mgr., Farmers Co-op. Grain Co.

C. M. & St. P. 61866 passed thru Otterbein, Ind., Feb. 28, eastbound on local train, leaking wheat on north side of car over the rear trucks. No time to make repairs.—F. E. Samuel, Farmers Elevator Co.

Soo Line No. 23226 was in derailment at Lehr, No. Dak., Feb. 3. Hole was bumped in one side close to end and car was leaking mixed durum. Car was set out, presumably for repairs.—E. Dorheim, Jenner Elevator.

C. & N. W. 104470 was leaking yellow corn from a hole near center of car, when a train stopped at Marsh, Ia., Jan. 30. I boarded the hole so it would leak no more, but more than a bushel had escaped while car stood still.—C. M. Bolon, mgr., Marsh Farmers Elevator Co.

**M**EN talk about the indignity of doing work that is beneath them, but the only indignity that they should care for is the indignity of doing nothing.—H. R. Haweis.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Damages Based on Arrival Prices.

*Grain Dealers Journal:* In July, August and October, 1922, I shipped several cars of wheat to Nashville, Tenn., and placed them in storage in a warehouse there. Some of these cars leaked in transit. In filing claims on these cars, what should have been the price per bushel, the price at which I sold the stored wheat in February, or the market price the day the wheat was delivered in Nashville?—A. P. Bump, Keensburg, Ill.

**Ans.:** The railroad company is not entitled to share in the profits or stand the losses of the dealer due to any fluctuation in the market price while the grain was in dealer's possession. The value is governed by the price the day the wheat was delivered in Nashville. If the wheat was delayed in transit the dealer is entitled to the market price the day it should have been delivered.

### Sufficiency of Weighmaster's Certificate.

*Grain Dealers Journal:* In a suit against a railroad company for recovery for loss of grain in transit, is the weighmaster's certificate at destination sufficient evidence, or can plaintiff be required to furnish affidavit of destination weight?—Wm. Bell, Osceola, Ia.

**Ans.:** Evidence in suits must be sworn to by some one and weights must be supported by affidavit of the weighman. Even in the case of the certificates of weight furnished by the Chicago Board of Trade the practice is to have the certificate supported by affidavit before a notary public.

The railroad companies, on claims, do not require affidavits in support of Board of Trade weights. It is a requirement of the court. An affidavit ought not to be required for a weight certificate issued by a sworn appointee of the state or municipality. In several states the statutes specifically provide that the certificates of state weighers shall be prima facie evidence of the weight; and of course need not be supported by a deposition.

### How to Collect Claims Against the Railroad Administration?

*Grain Dealers Journal:* We would like to know by what process a judgment against the railroad administration can be collected. Several parties here are interested.—Wm. Bell, Osceola, Ia.

**Ans.:** Paragraph (e) of Sec. 206 of the Transportation Act as amended Feb. 24, 1922, provides that:

"Final judgments, decrees and awards in actions, suits, proceedings or reparation claims, of the character above described, rendered against the agent designated by the President under subdivision (a) shall be promptly paid out of the revolving fund created by section 210."

In the column "Supreme Court Decisions" of this number of the Journal appears a decision of the Supreme Court of the United States, given Feb. 26, 1923, holding that "Garnishment during Federal Control is Unauthorized," so that the holder of a judgment against the R. R. Administration can not levy on the railroad property.

Questions regarding judgments will have the attention of A. A. McLaughlin, general solicitor of the U. S. R. R. Adm., writes E. M. Alvord, asst't to the director-general, Washington.

*Grain Dealers Journal:* Regarding payment of judgment obtained against the Director General, beg to advise that as soon as the judgment becomes final the General Solicitor of the railroad on whose line during Federal control the cause of action occurred will prepare the vouchers supported by a certified copy of judgment and transmit same to this office for payment.

With the name of the plaintiff and the road involved, I will be glad to take the matter up with them and determine the present status of

the case and when payment may be expected.—A. A. McLaughlin, general solicitor, U. S. R. R. Administration, Washington, D. C.

### Liability of Buyer of Mortgaged Carlot Grain?

*Grain Dealers Journal:* What is the liability of a terminal market receiver, miller or commission merchant who buys (or handles) a carlot of grain which is under mortgage?

To illustrate the question by an example, let us suppose that a country elevator operator borrows money from his local bank and gives a mortgage on a given number of bushels of grain in his elevator as security therefor. The local banker rediscounts the paper with another bank or the Federal Reserve System. The elevator operator ships part or all of the grain, either selling it outright or consigning it, and then, because of financial reverses or thru downright crookedness fails to pay off the loan and satisfy the mortgage.

1. Is the buyer of the grain liable to the bank for the value of the grain?

2. Does it make any difference whether the grain be sold outright or by consignment?

3. Is the case affected by re-discounting of the paper?

4. What is the effect if the elevator operator deposits the draft or drafts and bills of lading with the local bank which made the loan and is then permitted by that bank to check out the money for any purpose except the cancellation of the loan while that loan remains unsatisfied?—Auditor Penn.

**Ans.:** A mortgage, on the face of it is a sale, with provision for return of the property conveyed on the performance of certain conditions, usually the repayment of the money advanced, with interest.

The buyer of stolen property acquires no title, neither do subsequent innocent re-discounters for value.

Checking out the money loaned can not be construed as a consent by the bank to the shipment and sale of grain covered by the mortgage.

The statement that a mortgage was given on a certain number of bushels in his elevator is somewhat vague, as it fails to show whether the security was given in the form of a negotiable warehouse receipt.

### Ownership of Proceeds of Draft?

*Grain Dealers Journal:* We have a case in court in which the forwarding bank claims ownership of proceeds of draft drawn thru them by one of our patrons, with order B/L. We attached the proceeds. They claim funds are not the property of the shipper.

If the Journal will cite a few similar decisions we will appreciate it.—American Hay & Grain Co., Marietta, O.

**Ans.:** Funds are the property of shipper when shipper has the usual checking account with the bank and the bank takes the draft for collection and credits the amount to the shipper's account.

If a bank takes a draft, pays the drawer without recourse, as owner of the draft it becomes the owner of the goods represented by the B/L and the proceeds thereof to the amount of the draft.

Thus it becomes a question of how the bank handled the draft, in order to determine whether the proceeds are subject to attachment by one having a claim against the drawer. Following are decisions bearing on this point:

**Rights of Holder of Draft Attached to B/L.**—If a bank was the purchaser for value of a draft attached to a B/L, the proceeds derived therefrom could not be attached in the hands of a correspondent bank as property of the consignor, unless the first named bank acted merely as a collecting agent for the consignor.—*Sterling Mills, Inc., v. Saginaw Milling Co.* Supreme Court of North Carolina. 114 S. E. Rep. 756. *Grain Dealers Journal* Jan. 25, page 132.

**Attachment of Proceeds of Draft.**—In an action in which the plaintiff attached proceeds of draft, and in which a bank intervened, claiming title thereto, evidence held to warrant instruction that "Where a bank takes a draft for value and without notice, it becomes, prima facie, the owner, but where there is an agreement between the bank and the person from whom the draft is acquired that the bank shall have the right to charge back the amount, if the draft is not paid, by express agreement, or one implied from the course of dealing, and not by reason of liability as drawer, the bank is an agent for collection, and not a purchaser."—*J. W. Mangum v. Mutual Grain Co.* Supreme

Court of North Carolina. 114 S. E. Rep. 2. *Grain Dealers Journal* Nov. 25, page 708.

**Right to Proceeds of Draft.**—Where the drawer of a draft, when depositing it with a bank for collection, indorsed it to the bank, and the bank credited the drawer as a depositor, with the amount, the bank did not thereby become the purchaser of the draft, since its liability was not absolute, but conditioned upon the collection of the draft; hence the proceeds of the draft, in the hands of another bank to which it had been forwarded for collection, belonged to the drawer, for which he could maintain assumpsit, and, as such, was subject to garnishment by his creditor.—*Stone's River Nat'l Bank v. Lerman Milling Co.* Court of Appeals of Alabama. 63 Southern Rep. 776.

### Application of 83.33% of 6th Class?

*Grain Dealers Journal:* We are under the impression that at the time the grain rates to points in Central Freight Ass'n Territory were reduced a rule was put into effect making 83.33% of the sixth class rate applicable in the absence of a specific grain rate. It seems to us this was given publicity. We find this is not being generally applied except when covered by Exceptions to Official Classification 130 N, items 987-A and 1040-A. Upon referring to these items, it will be noted that it is only authorized when specific point of origin is shown, and on Ohio intrastate traffic. Do you have any information relative to the application of it on interstate traffic? We believe the grain trade as a whole has been under the impression that this rule is in effect.—E. A. Grubbs Grain Co., Greenville, O.

**Ans.:** The application of this rate is authorized only from the points specifically stated in the tariffs.

So far as known there is no general application of the 83.33% of sixth class rate.

### The Elevator Without a Manlift.

BY C. F. L.

Would you like to work in a new modern elevator with ninety foot bins, no stair-way and no manlift?

No! you couldn't induce me to accept such a job at double a fair salary.

Yesterday I made the difficult trip to the top of a new elevator in Dixon, Ill., and I want to tell you that it was a days job to climb the various ladders and walk around to find them; but I got to the top. When it came time to descend, I wished I had a parachute or grit enough to jump. I didn't, so I climbed down through the dust and dirt, occasionally overreaching the iron rounds of the ladder and getting a scare.

Finally I reached terra firma and as I stood looking back into the darkness from whence I had descended, one of the workmen stopped and asked me what was the matter. "Well," I said, "I have just been through the cupola and I am wondering how often you fellows make the trip." His reply was, "We stay here."

Would you believe it, this was supposed to be a new, modern elevator. The fire insurance companies allow a credit of 10c per hundred on all insurance both on building and contents for a properly installed manlift? The man who designed that house should have been well enough posted to recognize that the fire insurance companies would allow enough credit to pay for the installation of a manlift in a few years; but he didn't, consequently the elevator head bearings, the automatic scale, and the cupola equipment, was seldom looked at.

The convenience of a modern manlift is so well recognized that no progressive grain dealer would attempt to operate an elevator without a dependable easy-working manlift. The expense is so small, even though the owner carries his own insurance, no man who is alert to his own interest will think of operating the house without a manlift.

When you make those much needed improvements in your old elevator or build a new one, do not hesitate to reject any and all plans that do not include a strong, safe, foolproof manlift.



## Crop Yields Governed by Planet Venus.

Prof. Henry Ludwell Moore of Columbia University has sought in the conjunctions and transits of the planet Venus the cause of the known 8-year recurrence of large yields of grain crops, and gives an explanation in No. 1, Vol. 36, of the Quarterly Journal of Economics, from which the following is taken.

Venus is almost the same size as the Earth, its diameter being 7,630 miles, compared with 7,918 for the Earth. Its distance from the Sun is as 723 is to 1,000 for the Earth. Venus completes a revolution in its orbit around the Sun in 224.701 days, while the Earth completes a revolution in 365.257 days. The result is that it takes Venus 583.9 days to overtake the Earth to a conjunction, and due to the inclination of  $3^{\circ} 23\frac{1}{2}'$  in the plane of the orbit of Venus it happens that once in every 8 years, there is a transit of Venus, that is, the Sun, Venus and the Earth are approximately in a straight line.

The planet Venus, unlike the Earth, always has the same side turned toward the Sun. On one side there is always day, on the other unending night. This results in great atmospheric disturbances on Venus due to the rush of cold air to the hot side of the planet, in the direct path of radiation from the Sun to the Earth, and presumably is the cause of the increased rainfall at 8-year periods.

To get a record of rainfall going back before weather observations were systematically recorded Professor A. E. Douglass, as stated in the 1919 publication of the Carnegie Institution, "Climatic Cycles and Tree Growth," examined cross sections of pine trees cut in northern Arizona showing the annual rings for 500 years. He discovered that the rings were thicker, indicating greater tree growth every 7.3 years.

Prof. Moore found in the records of the Weather Bureau since 1839 that there is a cycle of rainfall in the Ohio Valley of 8 years, approximately synchronous with the annual rainfall of Prescott, Arizona, and the growth of pines in Arizona. In Illinois taking rainfall records from 1870 to 1910 the same 8-year cycle was observed.

The rainfall records of North Dakota and South Dakota from 1882 to 1918 disclosed the same 8-year cycle.

The connection is that in years of greater rainfall the yields of crops per acre are greater, and the greater the yield the lower the price. This rainfall and crop yield cycle was found to exist in France and the United Kingdom, and therefore evidently was due to an influence affecting the entire planet.

Examining Sauerbeck's index number of wholesale prices for nearly a century, from 1818 to 1914 the 8-year cycle was found to correspond, as did Poynting's index numbers of the price of wheat from 1762 to 1914.

From this investigation it appears that the years of maximum rainfall and larger acre yield of crops are 1882, 1890, 1898, 1906, 1914, 1922 and 1930.

Professor Moore gives the correlation coefficients between the rainfall in May and June in North Dakota as, for wheat  $r=.66$ ; for oats,  $r=.79$ ; and for barley,  $r=.73$ , as stated in his article on "Forecasting the Crops of the Dakotas" in the Political Science Quarterly.

[Professor Moore's theory has been questioned. His analysis fails to disclose any consideration of the difference in the effect on climate in the Northern and Southern hemispheres according to whether the transit occurs in June or December.—Ed.]

## Program of Kansas City Meeting.

The tentative program of the ninth annual convention of the Missouri Grain Dealers Ass'n in Kansas City, at the Coates House, April 25th and 26th.

### Wednesday Morning.

Registration and getting acquainted on the mezzanine floor of the Coates House.

2:00 P. M.

Invocation: Rev. James E. Congdon, pastor First Presbyterian Church.

Address of Welcome: Harry J. Smith, president Board of Trade.

Response: President Meinershagen, Higginsville.

Secretary's Report: D. L. Boyer, Mexico.

Treasurer's Report: W. W. Pollock, Mexico.

General Trade Conditions: Allen Logan, Kansas City.

National Association Activities: F. E. Watkins, Cleveland, O.

Value of State Associations: E. J. Smiley, Topeka, Kan.

### Thursday Morning.

Visit to Kansas City Board of Trade and Federal Supervisor's Office.

2:00 P. M.

Railroad Elevator Site Leases: Geo. A. Wells, Des Moines, Ia.

Transportation Problems: W. R. Scott, Transportation Commissioner Kansas City Board of Trade.

Loss and Damage Claims: Owen L. Coon, Chicago.

Country Costs of Handling Grain: Harry P. Seward, Hardin.

## Excessive Price Boosting May Lead to Buyers' Strike.

As general prices continue to advance, increasing numbers of people find themselves unable to pay the higher figures, thus contracting the volume of production while a reduction in price makes greater consumption possible, thereby stimulating productive effort and enlarging the opportunity for employment. It must always be true, of course, that the power of a given individual to consume the product of another will depend upon the comparative values received by each for his service. In other words, if one class of producers receives an increase of wages, the resulting additional cost of their product will necessitate a corresponding reduction in consumption until such time as the consumers are themselves similarly favored.

In the year 1920 the wages of many classes of labor had advanced so far beyond those of a large proportion of the consumers of their products that the market for the sale of these goods was greatly restricted, necessitating a serious curtailment of production, and consequently of employment. Following this development wages were reduced, productive efficiency was improved and prices correspondingly lowered with the result that existing demand could once more be satisfied and employment conditions be reestablished.

It seems evident at the present time that there is a strong tendency to repeat the mistake of the earlier period, and to increase wages and prices in many lines beyond that which the purchaser in numerous instances will be able to pay. When that point is reached, labor and business must again suffer the same disastrous consequences as before.

It is the demand for goods and services at a price which the public can pay that makes employment possible. Wages and profit which the existing market cannot support have no actual value, because there is no one to pay them.

No matter how distasteful the fact may be, labor cannot escape the operation of the economic law of supply and demand.—Chas. R. Gow, pres. Associated Industries of Massachusetts.

High wages in many industries is attracting much labor from the farms, which will reduce the farm production help to increase the market price of farm products.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

April 17, 18. Western Grain Dealers Ass'n at Sioux City, Ia.

April 25, 26. Missouri Grain Dealers Ass'n, Kansas City, Mo.

May 15, 16. Illinois Grain Dealers Ass'n at Chicago, Ill.

May 16-17. Kansas Grain Dealers Ass'n at Topeka, Kan.

May 22, 23. Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 25, 26. Texas Grain Dealers Ass'n at Ft. Worth, Tex.

June .....—Northwestern Grain Dealers Ass'n at Helena, Mont., either June 15 and 16 or 22 and 23, not definitely determined.

June 8, 9. American Feed Manufacturers' Ass'n at St. Louis, Mo.

June 13, 14. Eastern Federation of Feed Merchants at Binghamton, N. Y.

June 27-29. American Seed Trade Ass'n at Atlantic City, N. J.

June 20, 21. Ohio Grain Dealers Ass'n, Cleveland, O.

July 24, 25, 26. National Hay Ass'n, West Baden, Ind.

Oct. 1, 2 and 3. Grain Dealers National Ass'n, at Des Moines, Iowa.

## Program Sioux City Meeting.

The Twenty-Third Annual Convention of the Western Grain Dealers Ass'n will be held in Sioux City, April 17-18.

### Tuesday, 10:30 A. M.

Hotel Martin—Convention Hall.  
Community Singing—Western Grain Dealers Ass'n Glee Club, J. R. Murrell, Jr., Director, Cedar Rapids.

Address of Welcome—A. B. Darling, Pres. Sioux City Grain Exchange.

President's Address—I. G. Edmonds, President, Marcus, Ia.

Sec'y-Treas. Report—Geo. A. Wells, Des Moines, Ia.

### Tuesday, 1:30 P. M.

The Grain Dealers National Ass'n — F. E. Watkins, President, Cleveland, Ohio.

Tendencies—E. G. Osman, Chicago, Ill.

Pests—Insects and Humans—J. K. McGonigle, Washta, Iowa.

Cost of Operating a Country Elevator—Frank Robotka, Department of Economics, Iowa State College.

Public Warehouse Laws—Nebraska, B. W. Holmquist, Omaha; South Dakota, J. T. Scroggs, Sioux City; Iowa, Geo. A. Wells, Des Moines.

### Tuesday, 5:30 P. M.

Grain Exchange Banquet—Chamber of Commerce—Toastmaster, Geo. Evenson, assisted by Chamber of Commerce Entertainment Committee.

8:15 P. M.—Orpheum Theater—A special bill and some extras not mentioned.

### Wednesday, 9:30 A. M.

Fire Hazards in Grain Elevators—J. A. King, President Grain Dealers Mutual Fire Insurance Co.

General Discussion: Fireproof vs. Wood Shingles; Necessity of Paint on Siding; Lubrication of Bearings and Motors; Hazardous Conditions of Electric Installation, Wiring, Equipment and Power; Hazardous Conditions of Radio Equipment; Hazardous Conditions in Elevator Construction; Hazardous Conditions in Elevator Housekeeping.

Weights: A Terminal Weighmaster's Viewpoint—J. A. Schmitz, Chicago, Board of Trade Weighmaster.

Radio Broadcasting — Henry A. Rumsey, Chairman Chicago Board of Trade Radio Committee.

Re-Inspection and Appeals—Adolph Gerstenberg, Chairman Grain Committee, Chicago Board of Trade.

### Wednesday, 1:30 P. M.

Railroad Claims—Owen L. Coon, Chicago.

General Discussion — Railroad Leases; Car Distribution.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Correction on Test Weight of Argentine Wheat

*Grain Dealers Journal:* In the Journal of March 25th, page 387, middle column, I note item with reference to the test weight per bushel of Argentine wheat. These figures show North 61¾ pounds, South 64 pounds, West 62½ pounds, Pampa 65¾ pounds, with a general average of 63¾ pounds. These test weights are so high I am wondering if you did not take the figures from some English publication, in which case the test weights would no doubt be based on the Imperial bushel, which for wheat shows about two pounds higher than our own Winchester bushel.—Very truly, J. W. T. Duvel, Grain Exchange Supervisor, Chicago.

### Middleman's Profit Exaggerated.

*Grain Dealers Journal:* We wish to state that if the "wide margins" under which the grain trade is working at present were to be exposed to the public it would be of benefit to the grain trade in general, instead of detrimental, as the margin of profit which the grain man receives at present is so small that it is practically impossible for him to exist.

If this condition were brot to the attention of the farmers and public, it would no doubt do away with quite a little of the legislation which the grain trade has had to contend with of late.

We trust that conditions will change so that the grain man who is engaged in a legitimate business will be able to work on a margin which will allow him at least a comfortable living.—H. J. Albers, pres., Albers Commission Co., Omaha, Neb.

### More Favorable Ground Leases for Illinois Elevators

*Grain Dealers Journal:* I regret to state little progress has been made in getting House Bill No. 37, Pertaining to Railroad Lease Site Rentals reported out. After our bill was introduced the Illinois Commerce Commission felt it was not broad enough and caused a substitute bill to be introduced which took in every public utility in the state, and by so doing lined up a great deal more opposition to our bill. The substitute bill even took in the Chicago Elevated Railways which will give some idea of its scope.

When we arrived for the hearing on our bill and the substitute before the Committee on Public Utilities March 6th, 1923, the Chairman of the Committee very frankly told us that we could not get our bill reported out in its present form and as Mr. J. A. Connell, Attorney for the C. B. & Q. requested a postponement of the hearing that he might attempt to get the various railroads in this state to agree upon a satisfactory settlement of the question of lease sites without legislation, we felt it proper to join him in his request. If we can get the railroads to give us what we are asking for without legislation we shall have accomplished our mission and if they won't, then we are in a much stronger position to ask for this legislation. Mr. Connell reports that the Illinois Central have expressed a willingness to adopt a new basis and that he is working now on the Big Four.

As these two railroads have been the worst offenders, I have hopes that a satisfactory settlement with all roads may be had. It is not an easy task to get a bill thru the General As-

sembly when it is strongly opposed and ours has some real opposition, but at that we are keeping up the fight and will until we get a satisfactory agreement or our bill killed.—W. E. Culbertson, Secy. Ill. Grain Dealers Ass'n, Champaign.

### Farmers' Poor Judgment in Hiring Managers.

*Grain Dealers Journal:* Altho I had had 25 years' experience and in a little over two and one-half years of business had cleared them over \$9,000 in dividends and interest on their \$12,000 stock, the officers of the farmers elevator company decided I was the wrong manager and "fired" me.

The boy off the farm that succeeded me as manager lost \$2,000, and even at that he was so strong with the board of directors after two years that it took a petition signed by over 50 per cent of the stockholders to get him out. He had lost nearly all the company's customers and the business.

The farmers elevator officers do not stop to think that a cheap manager is a high priced man at the end. They are looking for something for nothing. If a man would give them a lot of rope and say it is free, they would think so much of it they would take it home and hang themselves with it.

Talk is cheap, but look at the ledger. I have found officers in farmers elevator companies who do not believe the figures they see with their own eyes.—E. M. K.

### A Correction.

*Grain Dealers Journal:* Attention is invited to the article appearing on page 386 of the Mar. 25 issue of your publication, under the caption, "Grand Inspection Investigation."

That portion of the article in question which infers that Mr. Finch interested himself in the conference at Toledo at the instance of the Grain Division of the Department of Agriculture is entirely erroneous. On the contrary, both Mr. Finch and myself attended the conference in question at the invitation of Mr. H. W. DeVore, Chairman of the Special Committee of the Toledo Produce Exchange, because of the prevalent belief in the Toledo, Detroit, Buffalo, Cleveland, Cincinnati and Fostoria markets that shipments between non-inspection points were being handled by grade in a manner inimical to the legitimate interests of the trade in terminal markets where grain shipped by grade is subject to inspection under the grain standards act. The desire of the conferees that Mr. Finch and myself meet with them was based on provisions of our Act with reference to grain merchandised thereunder.

Our entire official aim has been to promote a constantly improved inspection service and to restrict the few palpably bad trade practices which are provided against in our Act, and we have no disposition or desire to go outside our legal prerogatives. In this we believe you have been convinced of our sincerity of expression and purpose.—R. T. Miles, in charge General Field Headquarters, Chicago, Ill.

THE West Virginia coal situation has been summed up in World's Work by Floyd W. Parsons, who says: "The public little realizes what a large debt of gratitude it owes to the coal operators in the non-union fields for maintaining, through bitter struggles and hard trials, their right to employ their labor on such terms as may be agreed upon with their workers without the influence of the outside professional labor leader. The only protection this country has today is the substantial coal production of the non-union mines of Pennsylvania, West Virginia, Alabama and a few small outlying districts. There never has been a time in the business history of the country when a situation has had such a clean cut, forcible lesson for each and every citizen.

### Liability of Broker for Failure to Inform Principal.

The Harry C. Gilbert Co., doing a brokerage business at Indianapolis, Ind., sold a car of Colorado pinto beans for the Mason Produce Co., of Greeley, Colo., to E. L. Martin & Co., of Lexington, Ky.

After some preliminary correspondence Martin wired Gilbert an offer of \$7.50 per 100 f. o. b. Colorado, on Oct. 19, 1918. On Oct. 21 Mason authorized Gilbert to accept and Gilbert sent acceptance along the same day. After receiving this wire Martin telegraphed to cancel its offer as he had bought elsewhere on account of the delay. Gilbert wired Martin that it was too late to cancel and mailed a contract for signature, but the Martin Company refused to sign.

Gilbert neglected to inform Mason of this subsequent correspondence until Nov. 13. In the meantime Mason loaded and shipped a car of beans and made draft with B/L. The car arrived Nov. 11 but was refused by Martin. Mason resold thru another broker at a loss of \$951.74 and brot suit against Gilbert.

The Appellate Court of Indiana, on Feb. 15, 1923, in deciding against Mason, appellant, and in favor of Gilbert, appellee, said:

Appellee contends with much force that the correspondence, telegraphic and mail, resulting in an accepted offer, constituted a completed enforceable contract of sale, and that, as a broker, it had no further duty to perform, citing *Fort v. Cummins* (Ind. App.) 128 N. E. 624. That case involved a sale under circumstances somewhat like the sale in this case, and it was held to constitute a valid sale. But appellant contends, first, that it is doubtful whether the offer of the Martin Company was accepted within a reasonable time under the circumstances of this particular case, citing as authority *Warner v. Marshall*, 166 Ind. 88, 104, 75 N. E. 582, from which it quotes as follows:

"Ordinarily, if an offer is made and permitted to stand, acceptance thereof within a reasonable time constitutes such offer and acceptance a contract, providing that such offer and acceptance are sufficiently complete in their terms to constitute a contract, and that the conduct of the parties does not indicate that anything further in the way of a contract will be required."

It then states that:

"It has been held that, in case of a proposition by telegraph for sale of goods, the market for which is subject to sudden fluctuation, an immediate answer is required, and that an acceptance of such an offer after a delay of 24 hours from the time of the receipt of the offer is not an acceptance within a reasonable time"—citing *Minnesota Oil Co. v. Collier White Lead Co.*, 4 Dill, 431, Fed. Cas. No. 9635; *Trevor v. Wood*, 36 N. Y. 207, 93 Am. Dec. 516, with note in support of the proposition.

It next contends that the offer and acceptance standing alone were not sufficient without the aid of oral and extrinsic evidence to constitute a contract of sale, within the meaning of the statute of frauds in Indiana, and was not enforceable, specifically pointing out its reasons for such contention. Evidently this must have been the opinion of appellant at the time of the transaction, for by its conduct it indicated that something further was required in the way of a contract, and it therefore caused a written contract to be prepared, and mailed it to appellee with instruction to have it executed. This appellee was attempting to have done by correspondence with the Martin Company, at the time the car was shipped from Greeley. It is true that appellee wired appellant in answer to the telegram of confirmation that shipment was to be within a week, but appellant then knew that it was requiring a written contract.

With appellant's construction of the transaction that the written contract was required to complete the deal, it forwarded the car of beans without knowing that such contract had been signed or that it could safely ship without it. Conceding that such executed written contract was necessary to complete the deal, which we do not decide, it was for the trial court to say whether, under such circumstances, appellant was negligent so as to preclude it from recovering for damages which it suffered. This question the court has decided against appellant, and this court will not disturb the decision.—138 N. E. Rep. 100.

A CHAIN of grain elevators may be established in Argentina by American interests, is the report of a consul recently. Large elevators would be constructed at Rosario, Bahia Blanca, and Buenos Aires.



## The Co-operative Marketing Bills.

The co-operative marketing bill introduced into many legislatures by the American Farm Bureau Federation is reported to have been passed and is a law in Ohio, Texas, Mississippi, South Carolina, Virginia, South Dakota, Arizona, Arkansas, Alabama, North Carolina, Kansas, Idaho, Tennessee, Louisiana, Georgia, Kentucky, North Dakota, Washington, Montana, Colorado and Missouri.

In Indiana and New Jersey the bill failed to get the approval of the governors.

In Illinois, Minnesota, West Virginia and Maine the bill is pending.

The bill was amended in several states, so that the law is not identical.

Paragraph (c) of Sec. 17 was cut out in Ohio. This paragraph bound the landlord to the marketing contract made by a tenant altho the landowner may not have had any knowledge of such agreement by his tenant. Such a clause is clearly unconstitutional, but the advantage to the U. S. Grain Growers, Inc., was that it could be used as a threat against the landlord, making him go into court and bear all the expense of an appeal to the Supreme Court. It reads as follows:

In any action upon such marketing agreement, it shall be conclusively presumed that a landlord or lessor is able to control the delivery of products produced on his land by tenants or others, whose tenancy or possession or work on such land or the terms of whose tenancy or possession or labor thereon were created or changed after execution by the landowner, or landlord or lessor, of such marketing agreement; and in such actions, the foregoing remedies for non-delivery or breach shall lie and be enforceable against such landowner, landlord or lessee.

Paragraph (b) giving the marketing ass'n right to an injunction against further breaches of contract by members, also was stricken out of the Ohio enactment.

Sec. 26, which also was cut out of the Ohio form provided \$100 to \$1,000 fine, and \$500 damages, against persons who induce members of the marketing ass'n to break their contracts, or attempt to induce them.

Sec. 27, also omitted, provided \$500 damages against a country elevator operator who took in the grain of a farmer and thereby permitted the farmer to break his marketing contract. Incorporated into the language of this section is the following explanatory clause:

This section is enacted in order to prevent a recurrence or outbreak of violence and to give marketing ass'ns an adequate remedy in the courts against those who encourage violations of co-operative contracts.

Such a clause has no place in a law. It is an unconstitutional piece of propaganda calculated to throw dust in the eyes of the court. "Outbreak of violence" is an excellent joke. Evidently the "recurrence" refers back to last year, when the country grain elevator operators of Ohio mounted their horses, formed themselves into an army of 1,000 strong and in the dead of night marched against the signers of the marketing contract and tarred and feathered the farmers who had agreed to sell co-operatively. Readers of the Journal in Ohio will remember having been present when several farmers were burned at the stake by the grain dealers for having flirted with that hoyden, U. S. G. G., Inky. No, we are dreaming, this clause was intended to prevent a "recurrence" of the Herrin coal massacre.

Altho Sec. 13 limits the liability of members to the amount of their unpaid subscription, Sec. 17 lets the signer in for an unlimited amount, it providing that "the member will pay all costs, premiums for bonds, expenses and fees in case any action is brought upon the contract by the ass'n."

Sec. 18 provides that the preferred stock of the marketing ass'n shall be tenderable in lieu of cash in the purchase of property.

Sec. 21 forces all co-operative companies in the state to conform to the new law.

Sec. 28 exempts the marketing ass'ns from the anti-trust, monopoly and conspiracy laws.

Sec. 31 exempts the marketing ass'ns from all taxes, except the nominal sum of \$10 per annum.

## Railroad Liable for Full Damages.

The Gooch Milling & Elevator Co., of Lincoln, Neb., loaded a car of flour for New York Sept. 28, 1914. Connecting carrier at Chicago refused to take it. The C. B. & Q. hauled it back to Lincoln.

Previous to the shipment Gooch had sold the flour to a customer in New York for export and had put it in sacks on which was printed the purchaser's private brand. To fill the order Gooch had to buy flour in New York 70 cents higher. The car returned had to be resacked at an expense of \$25.

The district court of Lancaster County gave Gooch judgment, including \$50 attorney's fees.

The C. B. & Q. on appeal insisted that there is no such thing as a rule of damages which takes as its measure the difference in value of two articles at the same time, at different places.

The Supreme Court of Nebraska in deciding in favor of Gooch, Feb. 15, 1923, said: As an abstract proposition of law this may be correct, but it is evident from the record that, because of the failure of defendant to deliver the flour at its destination, plaintiff was compelled to purchase other flour instead, at an advance of 70 cents a sack.

**Origin Value Clause not Binding.**—Appellant further contends that the shipment was made under a B/L which, inter alia, provided, "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the bona fide invoice price, if any, to the consignee, including the freight charges, if prepaid) at the place and time of shipment under this B/L," and insists that under this clause in the B/L it was error to give any instruction relating to the measure of damages, except one based upon the value of the flour at the time and place of shipment, as provided in the B/L, and cites, in support of its contention New York, P. & N. R. Co. v. Peninsula Produce Exchange, 240 U. S. 34, 36 Sup. Ct. 230, 61 L. Ed. 511, L. R. A. 1917A, 193. We have carefully examined this decision of the Supreme Court of the United States, and, in our opinion, it is not an authority sustaining appellant's contention. In effect, it holds that the clause is a limitation upon the amount that may be recovered. The evidence discloses that the value of the flour at Lincoln, Neb., was largely in excess of the amount recovered. The uncontradicted evidence shows that plaintiff was damaged in a sum slightly in excess of the amount of the verdict, and, if the eighth instruction was erroneous, it was without prejudice to the appellant. An erroneous instruction, not prejudicial to the party complaining, does not justify a reversal of the judgment.

**Attorney's Fee.**—Appellant also complains of the trial court in allowing the plaintiff an attorney's fee of \$50, and asserts that there is no statutory authority for the allowance of such fee. It is conceded that section 6063, Rev. St. 1913, authorizes the allowance of such fee, but this statute was repealed in 1919 and re-enacted by the same act (Laws 1919, c. 134), and now appears as section 5422, Comp. St. 1922. Appellant insists that the repeal of section 6063 without a saving clause prevents a recovery under that section, and that, the new section 5422, Comp. St. 1922, not having been enacted until after the filing of the claim, no allowance can be made thereunder. We are unable to agree with this contention. Section 6063, Rev. St. 1913, was re-enacted by the enactment of chapter 134, Laws 1919. It has been frequently held by this court that the simultaneous repeal and re-enactment of a law has the effect of continuing the uninterrupted operation of the statute. *State v. McColl*, 9 Neb. 203, 2 N. W. 213; *State v. Bemis*, 45 Neb. 724, 64 N. W. 348; *Quick v. Modern Woodmen of America*, 91 Neb. 106, 135 N. W. 433; *Bauer v. State*, 99 Neb. 747, 157 N. W. 968; *Schneider v. Davis* (No. 22215) 192 N. W. 230, decided at the present term of this court.

On appellee's application, it is allowed the sum of \$50 for attorney's fees in this court.

No reversible error being apparent, the decision of the district court is affirmed.—192 N. W. Rep. 231.

THOSE near-statesmen in Great Britain who thought that the best way to pay for the war was to saddle the tax load on producers and consumers can now see the results of their stupidity. Smothered beneath a mountain of taxes, industry and commerce have reached a degree of stagnation that our own country has never known. Over a million men (which is only a fraction of those out of work) are being supported directly by the British government.—Bulletin of the Federal Tax League.

## The New Intermediate Credit Banks.

The twelve new intermediate credit banks should be ready for operation by April 20, with a capital of \$1,000,000 each, states Charles E. Lobdell, chairman of the Farm Loan Board.

Regulations governing the operation of the banks were given on April 6, and the initial rediscount rate will be 5½ per cent and uniform among all the banks.

Under the new law, banks which rediscount agricultural paper at the new intermediate banks must charge their borrowers not more than 1½ per cent in excess of the rediscount rate of 5½ per cent.

The Farm Loan Board has interpreted the term "staple agricultural products" in the Farm Credits Act to mean grain, wool, cotton, tobacco and peanuts. This interpretation may be broadened later, but at present the above and livestock are given as commodities on which the new banks may give direct loans to co-operative societies. The board may consider including dairy products, fruits and vegetables later.

At the start no paper will be handled with a maturity of more than nine months. If this artificial boosting of agriculture results in increased production, prices will be depressed and the farmers hurt more than helped by the Government's coddling.

## Albert R. Taylor Elected President.

At the annual election of the Chamber of Commerce at Milwaukee, Wis., April 2, Albert R. Taylor was elected pres. He succeeds H. H. Peterson.

In 1920 Mr. Taylor served the Chamber as 2nd vice-pres. and during 1921 and 1922 he was first vice-pres. His election to the office of pres. came after a hot contest with John Buerger, from which he emerged victorious.

His long association with the grain trade of Milwaukee, first as sec'y of Taylor & Bour-nique Co., and later as vice-pres. of the company, will be of great help to him in guiding the destinies of the Chamber of Commerce for the ensuing year.



Albert R. Taylor, Milwaukee, Wis.  
Pres. Chamber of Commerce.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Springfield, Ill., April 4.—The week was cold, with light to moderate rains at the week end. More rain is needed for wheat. The temperature Mar. 31 was the lowest on record so late in the season, the minima ranging from 6 to 20 degrees. Considerable snow remained on the ground Mar. 21 in the extreme north. Reports on wheat vary from good to damage from the severe cold and heaving as a result of alternate freezing and thawing. Wheat is no doubt injured and young clover was killed in some southern areas.—Clarence J. Root, meteorologist.

Springfield, Ill., Mar. 29.—Weather changes during the past two weeks have severely affected last year's clover; also alfalfa and spring clover which had germinated. Spring planting has been delayed by cold and wet weather, but the good general rains and snow in the north have been beneficial to fall grain and for the improvement of soil moisture conditions. Damage to early sown winter wheat is moderate, but later seeding has been affected more severely. The damage over the state is spotted with more in the south. It is doubtful at this time if roots will show more than average amount of damage for the state. Rye has stood the winter in fair condition. Seed testing results have been fairly satisfactory. Oat seeding, which had hardly begun except in southern counties, has been delayed by wet field conditions. With a week's favorable weather seeding will be quite general. Last year's clover, particularly in southern and southwestern areas, has been damaged by late freezes. Alfalfa and spring clover, which had germinated, were also frozen. Some are reseeded.—A. J. Surratt, Agricultural Statistician.

Chicago, Ill., April 2.—In the Pan Handle section heavy rains and snow during the past month have been beneficial and prospects for "bumper" crops are good. Acreage of winter wheat estimated at 1,000,000 acres. Spring wheat acreage approximately 200,000 acres, and most of it already planted with the condition placed at 10 per cent above that of last year. Sowing of oats in progress with acreage about the same as last year. Heavy crops of row feed, such as maize, kaffir, feterita and cane, will be planted. Estimated acreage of broom corn will exceed that of last year by 10 to 15 per cent. Range conditions have improved during the last month and new grass is beginning to show above the ground. In western central, northern and northwest sections reports indicate recent cold weather has done considerable damage to crops, temperature ranging from 16 to 30 degrees, and principally affected oats. North and west Texas suffered, especially as warm weather preceding the freeze brought spring oats sufficiently advanced to be affected by frost. Corn was not very much advanced and was not damaged to any great extent, but winter snows and rains have put a good season in the ground which will be very beneficial. In eastern central and northern central sections crop conditions are favorable. It is reported the recent freeze will be beneficial to crops and will also have the effect of killing boll weevils and eliminating much of the damage done by that pest. Wheat and oats in excellent shape due to recent rains. Estimated acreage of wheat placed at 10 per cent and oats 5 per cent in excess of last year, with conditions reported as normal. Corn is being planted and some of the early planting had sprouted and was killed by recent freeze, but will be replanted and the ground allotted to this crop has been prepared and in good shape. Barley is an experimental crop and is in satisfactory condition. Farmers are planting small patches of milo maize, sorghum and other forage crops. Estimated acreage of various crops as follows: barley, 3,675; wheat, 1,836,678; oats, 265,335; corn, 1,630,125. In southwestern section planting of corn has commenced and will be in full swing next week. Oat crop is doing well and a

good harvest expected. Planting of milo maize and stock feed progressing, but acreage has been reduced about 10 per cent due to increased acreage in cotton. In Rio Grande section considerable acreage planted and young plants were up and damaged by recent freeze, necessitating replanting. Estimated acreages of various crops as follows: corn, 778,000; cotton, 2,200,000; oats, 175,000; milo maize and stock feed, 225,000. In south Texas rice planting well under way, fields in fine condition and canals in some sections being reworked. Acreage of this crop in Lake Charles, Orange and Beaumont districts estimated at 51,200 acres. Planting of corn well under way. Ground is in fine shape for seeding. Late reports indicate plants above ground were killed by a recent freeze and replanting will be necessary.—S. H. Johnson, v. p., C. R. I. & P. R. R.

### INDIANA.

Evansville, Ind., Mar. 31.—Reports of grain men and farmers in southern Indiana state that condition of growing wheat is about normal. Little wheat was killed by cold weather and acreage is about what it was last year.—C.

Indianapolis, Ind., April 4.—Temperatures have averaged considerably below normal on account of two severe cold spells. Precipitation has been abundant and soil conditions are very good, but night freezing has prevented much work. There seems to be less spring plowing than usual and very little spring sowing. Winter wheat and rye are not looking good at this time. Alternate freezing and thawing with no snow covering has done some damage, but the extent cannot be determined until growing weather sets in. Except in a few localities in southern part of the state no oats have been seeded and but few fields have been prepared. Considerable clover seeded this spring has been killed and reseeded will be necessary.—Geo. C. Bryant, agricultural statistician.

### KENTUCKY.

Hopkinsville, Ky., Mar. 31.—Reports indicate that winter wheat in western and northern Kentucky is about 95% normal. There has been no winter or drouth in this section. Acreage is about 50% of last year. Most farmers will plant normal corn acreage this spring. Meadows look good and pastures are coming in rapidly. Farmers are in better shape than last year and are spending more money. Prosperity was brot to them thru the sale of the tobacco crop.—C.

### TEXAS.

Fort Worth, Tex., Mar. 31.—We have had another generous rain over our grain producing belt. With "tailor-made" weather we estimate our state will produce around 20,000,000 bus. of wheat this crop. All crops look very promising.—Transit Grain & Commission Co.

### WASHINGTON.

Seattle, Wash., April 4.—Reports from Idaho, Oregon and Washington indicate that spring seeding is progressing as well as could be expected, altho cold weather has delayed some eastern counties.—F. R. Hanlon, mgr., Merchants Exchange.

Washington, D. C., April 7.—Winter grains have deteriorated somewhat during the latter half of March. Long continued drought in some sections with cold weather the last two weeks have retarded growth and both wheat and rye are generally backward. Freezing and thawing with little or no snow cover has been common in large areas of the wheat belt and has undoubtedly done injury, the extent of which cannot yet be estimated. The present condition is decidedly unfavorable though susceptible of considerable improvement with favorable weather conditions from now on. Seeding of oats has continued in southern areas but has been generally retarded by unfavorable weather conditions. Soil has been cold and wet in many sections and unfavorable for seed germination. The seeding of barley is mostly awaiting warmer weather. The planting of corn continues in the South. The plant in southeastern and southwestern states has been damaged by cold and freezing and replanting is general. Acreage outlook doubtful at present and likely to be reduced by scarcity of farm labor. Preparation of ground in more northern areas is making progress but has been delayed by cold and wet soil.—U. S. Dept. of Agriculture.

## Government Crop Report.

Washington, D. C., Apr. 9.—The crop reporting board of the Bureau of Agricultural Economics of the Department of Agriculture makes the following estimates:

**Winter Wheat:** The average condition of the plant is placed at 75.2 on Apr. 1, against 79.5 on Dec. 1, 1922, and 78.4 on Apr. 1, 1922. The ten year average on Apr. 1 is 84.1. The figures indicate a crop of 572,317,000 bus., compared with 586,204,000 bus. harvest last year. In 1921, a crop of 600,316,000 bus. was harvested, and the five year average, 1916-21, was 565,905,000 bus.

**Rye:** The condition of winter rye is placed at 81.5 for Apr. 1, compared with 84.3 last December, 89.0 a year ago and 88.6 for the ten year average. The rye crop is estimated at 75,784,000 bus., compared with 95,497,000 bus. last year, 61,675,000 bus. during 1921, and a five year average of 67,762,000 bus.

Comparisons for winter wheat and rye states follow, condition figures representing per cent or normal:

State.	WINTER WHEAT				RYE			
	Condition—		Condition—		Condition—		Condition—	
	Dec. 1, 10-yr.	Apr. 1, 1922.	Dec. 1, 10-yr.	Apr. 1, 1922.	Dec. 1, 10-yr.	Apr. 1, 1922.	Dec. 1, 10-yr.	Apr. 1, 1922.
Mass.	97	94	97	94	97	94	97	94
Conn.	93	89	93	89	93	89	93	89
N. Y.	89	85	90	82	90	89	91	89
N. J.	88	90	89	85	90	93	92	92
Pa.	79	89	92	84	83	90	91	89
Del.	75	88	93	85	83	89	92	80
Md.	77	88	89	83	83	88	90	86
Va.	81	91	92	86	82	90	92	87
W. Va.	83	89	92	81	80	90	93	83
N. C.	83	91	86	88	87	90	95	89
S. C.	84	86	86	83	80	87	87	84
Ga.	89	87	91	86	91	89	92	87
Ohio	86	85	87	77	89	89	92	85
Ind.	90	83	90	78	92	89	92	83
Ill.	90	84	93	82	91	91	93	89
Mich.	90	84	83	83	92	88	88	85
Wis.	92	87	85	88	94	91	92	81
Minn.	91	87	87	77	88	88	90	82
Iowa	91	86	92	87	94	92	93	91
Mo.	90	85	88	84	89	88	90	88
N. Dak.	72	88	90	74	75	85	88	80
S. Dak.	72	88	90	74	75	89	94	75
Nebr.	63	83	80	64	70	85	74	65
Kans.	73	79	65	64	78	85	65	65
Ky.	89	87	94	85	89	89	93	88
Tenn.	83	86	95	85	82	86	92	85
Ala.	90	86	89	82	90	86	90	83
Miss.	84	87	88	77	77	77	77	77
Texas	76	77	57	77	80	74	60	76
Okla.	80	82	64	80	82	84	67	78
Ark.	83	88	86	83	82	89	86	85
Mont.	59	88	70	71	61	91	80	72
Wyo.	70	91	85	75	70	94	93	76
Colo.	68	87	77	65	69	89	86	64
N. Mex.	55	82	30	50	50	50	50	50
Ariz.	90	93	95	94	94	94	94	94
Utah	70	95	89	65	80	95	94	90
Nev.	90	95	88	92	92	92	92	92
Idaho	81	94	92	91	85	95	96	95
Wash.	77	89	85	84	89	94	90	88
Ore.	91	94	90	91	90	96	92	95
Calif.	96	91	94	75	94	94	94	94

U. S. .... 79.5 84.1 78.4 75.2 84.3 88.6 89.0 81.8

## Monthly Feed Market Review.

An analysis of conditions in the feed markets during the past month and those which prevailed during March 1922 develops many interesting comparisons.

The relation between prices of wheatfeeds, corn feeds, and oil meals, however, showed marked changes. While wheat and corn feeds were quoted at an approximate advance of 25 per cent over the prices which prevailed last year oil meals were available at \$3-\$7 per ton below the prices asked last year.

This year the situation is quite different and with a constant and rather heavy demand for linseed oil from the paint industry the offerings from mills of meal and cake have been quite heavy. As is usually the case prices of other oil meals declined in harmony though not to the same extent.

It is generally believed that there will be no material change in the prices of wheat feeds during the next two or three weeks, because it is not thought that the output of flour mills will be much heavier than it has been during the past month. This is due to the fact that on account of comparatively large stocks, the flour mills in the northwest as well as in the southwest are experiencing considerable difficulty in obtaining shipping directions on flour sold some time ago, hence their output of wheatfeeds is expected to be light for some time.—G. C. Wheeler, U. S. Dept. of Agri-



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Springfield, Ill., Mar. 29.—The movement of corn from the farmers this month has been moderate.—A. J. Surratt, agricultural statistician.

Evansville, Ind., Mar. 31.—Mills and elevators here are now offering \$1.25 per bu. for wheat delivered in the city, which is 5 cents less than the price of the last three months. Because of recent floods, little wheat is being delivered. Considerable wheat remains in the hands of farmers.—C.

Fort Worth, Tex., Mar. 31.—We have never seen the corn situation so tight in Texas. Stocks are light, future purchases only moderate and no new contracts being made at present levels. Demand only fair and buying is of hand to mouth character. The cane seed situation could hardly be worse. We cannot indicate prices as it is impossible to secure bids. Do not consign cane seed to Fort Worth.—Transit Grain & Commission Co.

THE eelworm disease of red clover, causing Idaho farmers considerable loss is described by R. H. Smith in Idaho Station Bulletin 130. The disease in question is *Tylenchus dipsaci*, that to have been introduced thru clover from European countries. Results of planting diseased sections to potatoes, peas, beans, onions and rye are given.

### Wheat Movement in March.

Receipts and shipments of wheat at the various markets during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	1,373,560	1,411,007	2,185,910	1,883,523
Buffalo, cars...	227	162		
Cairo	65,721	50,069	77,289	61,320
Chicago	1,627,000	1,290,000	1,341,000	1,284,000
Cincinnati	358,800	230,400	302,000	231,600
Duluth	2,495,333	2,622,391	242,429	247,085
Fort William,				
Ont.	5,991,855	8,992,706	843,843	1,620,259
Galveston			496,000	1,356,196
Indianapolis	202,000	160,300	51,000	39,000
Kansas City	3,484,350	3,987,900	2,899,800	4,709,550
Milwaukee	222,400	79,880	274,550	144,625
Minneapolis	10,449,950	6,972,550	3,899,960	3,454,870
New Orleans			539,354	1,707,691
New York	6,708,400		3,145,000	
Omaha	1,545,600	1,178,800	1,369,209	1,251,600
Philadelphia	4,326,187	3,393,288	4,231,275	1,965,645
St. Joseph	656,600	799,400	259,000	222,600
St. Louis	2,312,821	2,451,443	2,035,090	2,407,290
San Francisco,				
centals	89,827	97,482	3,735	121
Seattle, cars...	486	583		
Toledo	302,400	218,400	607,940	393,280
Wichita	889,200	824,400	593,800	476,000
Winnipeg			12,403,000	

### Rye Movement in March.

Receipts and shipments of rye at the various markets during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	1,835,808	376,721	741,893	734,920
Buffalo, cars...	4	3		
Cairo	4,976		4,978	
Chicago	382,000	222,000	313,000	286,000
Cincinnati	3,600	8,400	4,800	13,200
Duluth	1,949,592	2,108,714	1,572	
Fort William,				
Ont.	384,023	270,996	1,335	
Indianapolis	22,000	9,800	25,000	2,800
Kansas City	8,800	20,900	8,800	12,100
Milwaukee	251,870	229,230	272,400	216,980
Minneapolis	841,800	366,220	172,000	277,850
New Orleans			248,571	77,142
New York	329,900		117,000	
Omaha	102,200	183,400	88,200	16,800
Philadelphia	78,675	149,624	64,786	58,502
St. Joseph	3,000	1,500	19,500	1,500
St. Louis	23,100	16,500	16,310	20,530
San Francisco,				
cental	815	28,250	22	5,600
Seattle, cars...	11	9		
Toledo	19,200	34,800	8,875	250
Wichita		3,600		3,600
Winnipeg			463,050	

### Winnipeg, Canada's Leading Grain Market?

The claim of Winnipeg to the title of premier grain market of Canada will be hotly contested by Fort William and Port Arthur, reports the Fort William Produce Exchange, after an investigation into the subject of a new grain marketing plan for the Canadian Head of the Lakes.

The Province of Manitoba proposes to place a tax of 2 cents on every \$100 handled in the future trading market of the Winnipeg Grain Exchange. Other governing bodies are also planning special taxes on grain exchange trades, which if put into effect will increase the cost of doing business at Winnipeg.

The result will be that it will be cheaper for the farmer to do business at Fort William, where no such taxes will be in force, reports Consul General Dwyre. The new marketing plan of the Exchange is being given official approval of the Board of Trade and City Council of Fort William.

### Corn Movement in March.

Receipts and shipments of corn at the various markets during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	1,756,556	8,064,900	2,188,055	7,642,470
Buffalo, cars...	1,144	922		
Cairo	439,681	186,172	551,825	178,040
Chicago	11,406,000	12,446,000	5,118,000	12,106,000
Cincinnati	370,800	418,800	250,800	231,600
Duluth	65,213	2,153,718		37,515
Fort William,				
Ont.	4,588	6,236	4,588	6,236
Indianapolis	1,710,000	1,338,400	1,101,000	806,400
Kansas City	1,431,250	1,615,000	865,000	783,750
Milwaukee	1,793,740	2,243,220	1,687,914	1,714,542
Minneapolis	820,440	1,974,800	410,170	1,315,770
New Orleans			1,972,920	5,444,888
New York	1,270,500		1,091,000	
Omaha	1,541,400	3,053,400	2,174,200	2,808,400
Philadelphia	910,905	2,245,712	561,711	1,756,790
St. Joseph	651,000	882,000	742,500	690,000
St. Louis	2,844,618	2,210,000	2,184,990	2,403,325
San Francisco,				
centals	28,490	48,164		1,026
Seattle, cars...	93	147		
Toledo	356,250	302,500	127,720	130,280
Wichita	126,000	74,400	84,000	62,000

### Barley Movement in March.

Receipts and shipments of barley at the various markets during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	4,554	79,677	20,495	200,326
Buffalo, cars...	89	55		
Chicago	987,000	766,000	348,000	285,000
Cincinnati	9,100	6,500		
Duluth	88,127	174,969	1,808	41,596
Fort William,				
Ont.	608,677	948,567	64,197	137,547
Kansas City	15,000	73,500	27,300	101,400
Milwaukee	730,520	971,500	259,460	237,160
Minneapolis	1,314,350	1,061,440	1,121,060	1,122,560
New York	394,400		307,000	
Omaha	76,800	88,000	54,400	84,800
Philadelphia	1,661	18,111		
St. Joseph	17,500	10,500		
St. Louis	46,400	76,800	45,310	19,510
San Francisco,				
centals	706,588	135,523	492,661	92,470
Seattle, cars...	7	10		
Toledo	3,600	4,800		
Wichita	4,890	2,400	4,800	2,400
Winnipeg			1,094,450	

### Oats Movement in March.

Receipts and shipments of corn at the various markets during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	127,585	142,382	20,039	20,020
Buffalo, cars...	490	482		
Cairo	1,919,804	1,172,061	1,851,671	1,239,637
Chicago	6,370,000	5,553,000	6,167,000	6,092,000
Cincinnati	428,000	348,000	182,000	194,000
Duluth	34,559	130,760	39,486	25,759
Fort William,				
Ont.	1,429,378	4,563,268	676,059	1,146,620
Indianapolis	1,060,000	896,000	1,242,000	634,000
Kansas City	936,700	377,400	664,500	538,500
Milwaukee	2,172,000	1,903,500	1,812,575	1,957,125
Minneapolis	1,891,000	2,180,490	2,801,550	3,262,550
New Orleans			77,945	70,255
New York	1,304,000		845,000	
Omaha	1,520,000	694,000	1,778,000	828,000
Philadelphia	299,490	144,691		29,923
San Francisco,				
centals	19,896	21,889		
Seattle, cars...	32	48		
St. Joseph	154,000	52,000	122,000	66,000
St. Louis	3,245,670	1,886,000	2,608,000	1,867,830
Toledo	21,100	196,800	221,205	186,875
Wichita	15,000	7,500	12,000	5,000
Winnipeg			1,902,000	

### A Forecast from Oklahoma.

By W. E. M.

Everyone is familiar with what happened the past year, but what is going to happen this year is the question.

The following is my forecast for the year:

April 10. El Reno, Okla., will still be sending in green bug reports.

April 11. The government will still be broadcasting its weather reports of fair and warmer, mostly warmer.

April 13. A little wheat will be worked for export.

April 15. Spring will be so backward, automobile dealers will start canceling their contracts.

April 16. A large grain firm will get into financial troubles which will cause the market to "shimmy."

May 1. Corn will become so scarce in Oklahoma that moonshiners will be forced to move their stills to Iowa where the tall corn grows.

May 15. The government will report the weather hot, dry, and warmer.

June 1. Southern Oklahoma will report some grain cut and box cars will become scarce.

June 15. Frederick, Okla., will report some threshing under way and wheat making 25 bus. to the acre. This will cause the future market and the export bid to break five cents per bu.

June 16. The Rock Island will start moving its empty grain cars out of Oklahoma to Bidle, Ark., in order to handle the Oklahoma grain crop.

June 25. General rains will delay threshing.

July 1. The wheat market will break five cents per bu., due to clear skies.

July 5. The state mill at Guthrie, Okla., will be in the market for a few cars of wheat?

July 10. The farmers store will receive its first car of Jack's Best.

July 15. Southwest elevators will be receiving two empties a week.

August 1. Canada will start harvesting another big crop which will break the market five cents a bushel.

Aug. 20. Automobile dealers will be telegraphing rush orders for more cars.

Sept. 1. By this date Oklahoma will have harvested one of the best crops in its history.

This is station W E M at Lone Wolf, Okla., down where the white corn flows and the southwest begins. Signing off at exactly 9:30 p. m.

### Import Tax to Relieve British Farmers

Import duties on malt, barley for malting, and on hops are recommended by the British Com'ite of Agriculture to relieve the farming industry in Great Britain.

Norfolk farm laborers are on a strike as the result of insufficient wages being paid by farmers for farm help. The present wage is about 25 shillings a week and farmers want to reduce this amount in spite of the fact they admit the wage already is too small to live on.

The proposed tax of 2 shillings per quarter on imported malt and barley and 20 shillings per hundred pounds on hops, and the proposal to prohibit the importation of wheat and flour unless importers bring in 25 per cent of the mill offals for feed, will react against the United States by depriving United States farmers of a proportion of cheap feedstuffs now available.

Other remedies offered for relief of the farmer are the establishment of farm credit banks, a reduction in fiscal taxation and a cut in railway rates. All reports will be presented to the parliament for legislation.

FARM labor in Canada received on an average \$59 and \$21 board per month in 1922. In 1921 the average wage was \$67 and board value of \$22. For the complete year the average wage and board was \$594, compared with \$669 in 1921.



## Men Killed by Gas in Grain Bin

The deadly carbon monoxide gas generated in damp grain has claimed two more victims. Edward Carlson and Chas. Brill, employed in the Mid-West Elevator at Chicago, were asphyxiated Mar. 30 in a bin of damp oats.

The elevator is situated at West 55th Street and Shields av., and is owned by the Mid-West Elevator Co., controlled by Burton Joseph of Des Moines, Ia., who is a stockholder in the Pyramid Milling Co., which recently succeeded Rosenbaum Bros. as lessees of the plant. Rosenbaum Bros. used the house only for storage, while the Pyramid Milling Co., since its plant at St. Charles, Ill., burned, has been using it to mill coarse grains into its Pyramid Brand of animal and scratch feeds.

The working house, which is of tile construction, contains three Ellis Driers, each having a bin below and one above, the bin above containing the grain to be run thru the drier, which is heated by live steam, and the accident occurred in the bin above the end drier. This bin is square, 12x12 ft. with numerous steel reinforcing rods from wall to wall across the middle. The men climb up and down the bin on these tie bars as a ladder. The bin contained about 6 feet deep of damp oats. The work in hand at the time was drying damp oats, and Carlson and Brill were the crew handling the grain. The accident happened about 1:30 p. m., after the men had come back from lunch.

As the grain did not run freely Carlson went down into the bin to open up the choke in the grain going to the spouts. He was overcome by gas; and Brill, who was working with him, realizing that an accident had befallen Carlson, called Superintendent Gordon Gerrie, tied a rope around himself and went into the bin to Carlson's rescue. In going down the rope, unnoticed, became entangled in the tie bar reinforcement. After Brill tied the rope around Carlson and gave the man at the manhole instructions to pull they found it impossible to pull Carlson out on account of the rope having become entangled in the bars.

Before Brill could untangle the rope he was overcome and fell. In the meantime the fire department and the pulmotor squad had been summoned and arrived promptly. Lieut. O'Connor put on a gas mask and went down into the bin. He was overcome and hauled to the top. Pipeman David Dwyer then put on an oxygen helmet, went down, and the bodies of the two men then were lifted out. Heroic efforts at resuscitation by the pulmotor squad failed to revive the men.

Brill leaves a wife and three children and Carlson a widowed sister and nephew. Both families are protected under the Workmen's Compensation Act, and the Pyramid Milling Co. is protected under its liability insurance. Both men lost their lives in the discharge of their duties, and Brill's action was particularly heroic in his attempt to save his co-worker, Carlson.

At the inquest held by the coroner next day at John F. Burke's undertaking parlors the jury brought in an open verdict of "death by asphyxiation in grain bin."

**Explodes:** The bin stood untouched after the accident, and on the night of the day after the watchman heard an explosion and saw fire. The fire department was called and finding fire in the bin in which the men died, filled it full of water. The walls of the bin are of tile except that on one side for about three feet down the fall is of two-inch wooden oak planking, so built to allow for countersinking the conveyor belt running to the storage. These planks were charred by the flame and had either been blown out by the explosion or pulled out by the firemen. The damage to the bin was probably not more than \$25, and to grain

by water \$100, the company deeming it too small to make claim.

The bin was almost water-tight and was fire-proof. There was no electric wiring near. No analysis was made of the gas, and there was no odor to give warning.

It is supposed that the gas was carbon monoxide, CO by formula, which is the result of the incomplete oxidation of an organic substance such as grain or of a mineral substance such as coke, when the supply of air (oxygen) is insufficient for complete combustion. It is generated along with carbon dioxide gas and alcohol by the fermentation of grain, the carbon in the grain combining with the oxygen of the air to form CO gas.

A very minute percentage of CO gas in the air is deadly; but it takes considerably more to form an explosive mixture. CO gas can be seen burning above almost any foundry iron-melting cupola. The air blast up thru the column of coke in the cupola is insufficient for complete combustion and the gas after emerging as CO takes fire again in the air and burns with a pale blue flame to CO<sub>2</sub>.

Two other cases of carbon monoxide poisoning in grain bins have been reported. Chas. L. Bune was killed Feb. 5, 1921, in a bin of the Globe Grain & Milling Co., at Ogden, Utah, filled to within 7 feet of the top with barley. Bune was in the tank only 12 minutes before being pulled out with an iron hook, and 15 minutes after he had entered the tank the lung motor was applied, but he was already dead. The barley had been in the tank 68 days, showed a moisture content of 15 per cent and a temperature of 70 degrees. The gas is supposed to have been the product of fermentation, the analysis showing carbon dioxide, 12.65%; oxygen, 3.48%; carbon monoxide, none, and nitrogen, 83.87%. Bune went into the bin to ascertain why the barley refused to flow out. A stream of compressed air at 80 pounds' pressure had been admitted into the discharge spout to dislodge the supposed obstruction. Another man, thinking Bune had fainted, jumped into the tank and was immediately overcome. A third man who was lowered into the bin by a rope was overcome before he could aid them.

At New Orleans Nicholas Rauch, bin foreman of the Public Elevator, going down into an 80-ft. bin half full of corn, Jan. 31, 1918, found the air bad and signaled the men to hoist him out. When part way up he was so overcome he lost his hold, fell from the saddle and had his neck broken. The corn had gone thru the drier of the elevator on account of damage and excessive moisture, grading sample, 68 per cent heat burned. The drying had reduced its moisture content to 14%. Analysis of the gas in the bin showed carbon dioxide, 10%; carbon monoxide, 0.2%; oxygen, 1.8%; nitrogen, 88%. The grain had been in the bin untouched for 40 days. The bin was an interstice, of concrete, and practically air-tight.

Superintendent Sanford of the Public Elevator thereafter took the precaution to have canary birds lowered into the bins before sending a man down, as the birds are a sure test of the poisonous quality of air. His example could well be followed by operators of elevators elsewhere, especially where by reason of the moisture content or the condition of the grain there is any reason to suspect the generation of poisonous gases.

THE War Finance Corporation has loaned since August 1921, \$291,000,000 to farmers and live stock men. About \$156,000,000 has been repaid, leaving a balance of \$125,000,000 outstanding. The corporation will continue to lend money until the new agricultural credit corporation begins function.

## The Penalty of Small Legs

BY TRAVELER

Last Monday afternoon I arrived at a country station over-supplied with small elevators of an antique type, and it still being daylight I walked around the elevators, hoping that I might find some one still on the job. Much to my surprise I found two of the managers still at work, and one of them told me he did not expect to stop loading until half past nine.

I visited for a time with each and then wandered back to the hotel, puzzling every step of the way on why the small station with three elevators should make it necessary for any operators to work overtime. The problem kept pressing for solution, so in the morning I again visited the same elevators, and I found that the wagon pit of one would hold about forty bushels, and the other would hold about ninety bushels. When I made inquiry about the size of the legs, both operators began to make excuses; so I wandered about and looked in the power room, and to my surprise one dealer was trying to get along with four horse power and the other had an oldstyle six horse power gas engine.

None of the legs carried more than five inch buckets and it took so long to elevate a wagon load of grain that waiting farmers occasionally drove on to the next town to unload. One of these elevators had storage room for about nine thousand bushels; while the other would easily hold fifteen thousand bushels.

The third elevator was of much the same type—a relic of antiquity; so that although the station had three elevators, the three dealers could not give the farmers the service they were entitled to, nor the service one man with a modern elevator would give without working overtime, or even employing extra labor.

The more I meditated over the poor facilities in use at this station, the more provoked I became at country elevator operators who are willing to be satisfied with anything which looks like an elevator. Whenever they are pushed to the point of building a new elevator, the average country dealer shops around among the barn and silo builders and the jacks-of-all-trades in town and gets prices for an elevator of stipulated storage capacity. Seldom, if ever, is handling capacity mentioned or even considered. Many enterprising grain dealers with earnest ambitions to handle a large volume of business are handicapped from the start by their lack of foresight when planning the new house. If they would but travel about a bit and inspect some of the two-legged rapid handling elevators now giving splendid service to large stations without becoming congested or running nights, they would surely not permit any cross-roads carpenter to handicap their business future with an out-of-date house.

Large double rat-proof pits under drive-ways that are equipped with modern rapid handling dumps, make it possible for many country elevators of large capacity to load grain whenever cars are obtainable without interfering with the unloading of farmers wagons.

Every now and then I am delighted by finding new modern elevators equipped with a twenty-five horse power engine, running away with two legs. Occasionally I find one hooked up to a feed mill or a cleaner, but, sad to relate, some country dealers seem to be content to get along with as little handling capacity as possible; and it is my firm conviction that dealers in good territory who permit themselves to be handicapped by such out-of-date facilities are standing in their own light, because their elevators could not handle a creditable volume of business even though the farmers brought it to market.

The elevator builders who are experienced in installing modern grain handling facilities are no doubt largely to blame for the continuance of such conditions at country stations. The majority of the builders experienced in designing country elevators, persist in talking price, and lose sight of the great convenience, economy of time, labor and power and many other advantages in having every facility for expe-



ditig the receiving and shipping of a large volume of grain. It pays to wait on all customers quickly and without delay. Loading grain after dark is not satisfactory to the careful shipper, and brings expensive disappointments.

I know that the average builder would take much more pride in erecting a modern up to the minute house, than in constructing one of the old time play-things, and every country dealer who will stop to consider the matter will quickly decide that the rapid handling elevator which can be depended upon to prevent congestion of wagons at his receiving sinks and at the same time permit him to load out grain in daylight, would be the best kind of elevator for him to buy.

While the first cost may be worth considering, the operating cost and the operator's handicap are of even more importance because a man builds an elevator primarily to help and facilitate the receiving and shipping of grain. Legs of one, two and three thousand bushels per hour capacity were very good twenty years ago, but this busy age can not tolerate such pokiness.

Two large receiving sinks, two large legs, plenty of power, a large well ventilated cupola with plenty of head room, and loading spouts

of a size and direction which will insure all grain going to the end of the longest car, are equipment that every live grain dealer will insist upon having both before and after he asks the price.

Another heirloom of the dark ages is the flat bottom bin which is always filled with dirt, chaff and various kinds of broken grain. It provides a breeding paradise for weevil and other grain infesting insects. The man who invented the self-cleaning bin sounded the knell of the flat bottom bin ages ago, and yet some thoughtless buyers of new elevators permit themselves to be shoved back to pioneer days with flat bottom bins, and as a penalty they break their backs whenever they attempt to shovel out the accumulated refuse.

Grain dealers who want to enjoy handling grain and at the same time to be free from the employment of extra labor, owe it to themselves to look about a bit and get plans and specifications of a modern rapid handling house before they even listen to the competing price cutters.

FARM lands in Canada, including both improved and unimproved occupied lands were valued at \$40 per acre in 1922. This compares with \$40 in 1921, \$48 in 1920, \$46 in 1919, \$41 in 1918, \$38 in 1917 and \$36 in 1916.

## Western Wheat Pools Disbanding.

The 6-year contracts of the wheat growers to sell their wheat thru the Washington Wheat Growers Ass'n have two more years yet to run, but so many members are dissatisfied that after a recent session covering two days and two nights it was decided to have a vote by mail of the 3,200 growers, the ballots to be opened and counted Apr. 16 by a com'tee at the head office, to decide whether to disincorporate. A two-thirds vote is necessary to dissolve.

The immediate prosecution of suits to collect damages from growers who failed to deliver their wheat as contracted was authorized by the directors at this meeting, Manager Robinson and General Counsel F. A. Garrecht being given instructions to proceed. The contract provides a penalty of 25 cents a bushel. Mr. Robinson estimates that there are 30 to 40 of such cases. A few have been tried, but no decision as yet has been handed down. The constitutionality of the contract is really at stake in these cases, as the supreme court of the state has not as yet ruled on the wheat contract specifically.

The management and the general counsel were further instructed to proceed with the collection from growers of over-advances during the disastrous 1920 crop movement. In some instances the first advance before the sensational price drop that year was 20 to 30 cents higher than the final average. The contract provides that the grower must make a rebate in such instances. Some growers have refused to do so.

Kendrick, Idaho.—A number of petitions have been circulated in the district by members of the Idaho Wheat Growers' Ass'n in which they declare for closing the business of the association and ask the directors to take a referendum vote of the membership.

The association has a large membership in Kendrick County and only one or two members have not signed the petition to disincorporate. Farmers outside of the association have received from 10 cents to 20 cents a bushel more at Kendrick than the members who marketed through the association.

## Liverpool Makes Corners Impossible.

The Liverpool Corn Trade Ass'n, Ltd., at a recent general meeting of members adopted new regulations with the object of broadening the basis of trading and thus preventing any attempts at "cornering"; in addition, the Directors have notified that in the last resort, they will, on appeal, fix an invoicing back price on unfilled contracts, which shall be based on the actual merchantable value of the grain in question.

The change will take effect after July.

The weight of contract wheat from the United States has been raised from 59 to the same basis as Manitoba; the description of Argentine wheat has been simplified, a common basis of weight, 60½, has been established for all the Australian states.

The old contract form allowed an amount not exceeding one penny per cental "for superiority or inferiority as fixed by the Grading Committee." This amount has been altered to "3d per cental for superiority or one penny per cental for inferiority."

The North American wheats deliverable on contract will be the following:

Spring Wheat. If of the type known as Manitoba, basis of weight 60 lbs.

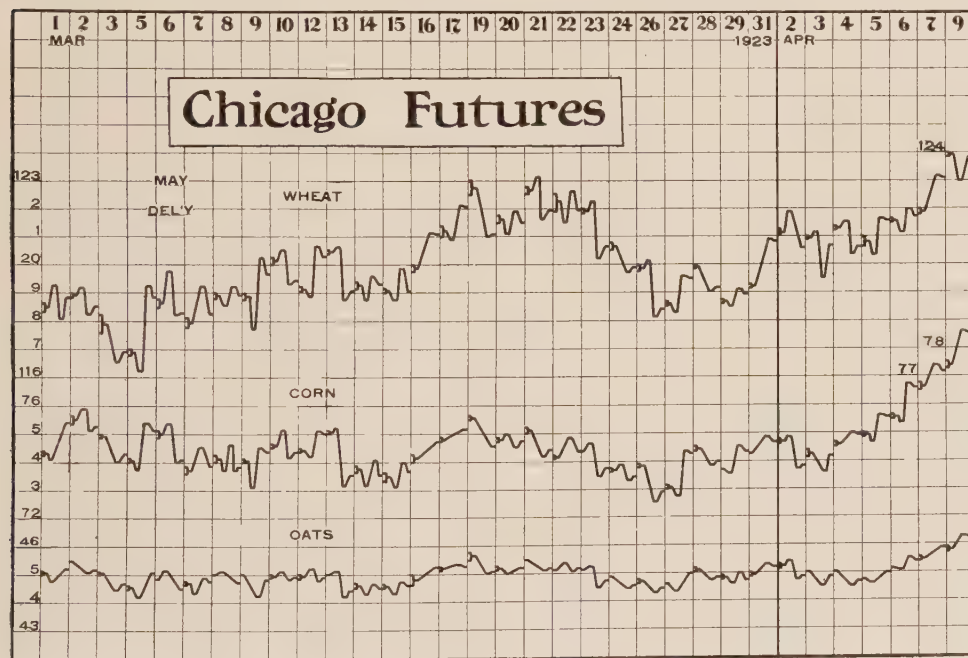
If of the type known as Northern (grown in the United States), basis of weight 60 lbs.

Any other type of Spring Wheat, basis of weight 60 lbs.

Soft Winter Wheat, free from garlic, basis of weight 61 lbs.

Hard Winter Wheat, basis of weight 60½ lbs.

GRAIN cars inspected for repairs on the Canadian railways during the six months ended February were 217,685, or an increase of 50,418 over the total for the corresponding period last year.



## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.												
	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 31.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 9.
Chicago	118½	119½	119¼	119	120¾	120½	120½	121½	121¼	123¼	123½	123½
Kansas City	110¾	111¾	111¾	111¼	112½	112½	112½	113½	113½	114½	115	115
St. Louis	117½	118¾	118¾	117½	119½	119½	119½	120½	120½	121½	122½	122½
Minneapolis	118½	119½	119½	119	120½	119½	120½	120½	121½	121½	123¼	123¼
Duluth (durum)	107	108¼	108½	108¾	110½	110½	110½	111½	112½	114½	115½	115½
Winnipeg	115½	116½	116½	116½	117½	116½	117½	117½	118	118½	120	121
Milwaukee	118½	119½	119¼	119	120¾	120½	120½	121½	121½	123	123½	123½
MAY CORN.												
	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 31.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 9.
Chicago	73	74¼	74	74¼	74¾	73¾	74¼	75	75½	76½	77¼	78½
Kansas City	71¾	72¾	72¾	73¾	73¾	72¾	73¾	74½	74½	75¼	76¼	77½
St. Louis	75¼	76¼	75½	75½	76¾	73¾	75½	76¼	77	77¾	78¾	80½
Milwaukee	73	74¼	74¼	74¾	74¾	73¾	74¾	75½	76½	77¼	78½	78½
MAY OATS.												
	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 31.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 9.
Chicago	44½	45	44¾	44¾	45½	44¾	44¾	44½	45	45½	46¼	46¼
Kansas City	43¾	43¾	43¾	43¾	44¾	44½	44½	44½	45	45½	46¼	46¼
St. Louis	45¼	46	45¾	45¾	46¼	46	45¾	45¾	46	46¾	47	47
Minneapolis	38¾	39¾	39¾	39¾	39¾	39¾	39¾	39¾	39¾	40¼	40¼	40¼
Winnipeg	49¾	49¾	49¾	49¾	49¾	49¾	49¾	49¾	49¾	50	50¾	50¾
Milwaukee	44½	45	44¾	44¾	45½	44¾	44¾	44½	45	45½	46¼	46¼
MAY RYE.												
	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 31.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 9.
Chicago	81¾	82¼	81¾	82½	83¾	82¼	82½	82¾	83¼	83¾	84	84¾
Minneapolis	74¾	75¾	75¾	76¾	76¾	76	76¼	76¾	76¾	77¼	78	77¾
Duluth	77¼	78¼	78¾	78¾	79¾	79¼	79¼	79¼	79¾	79¾	80¼	80¾
Winnipeg	81¾	82¼	82¼	82¾	83¾	81¾	81¾	82	82¼	82¾	83¾	84
MAY BARLEY.												
	Mar. 26.	Mar. 27.	Mar. 28.	Mar. 29.	Mar. 31.	Apr. 2.	Apr. 3.	Apr. 4.	Apr. 5.	Apr. 6.	Apr. 7.	Apr. 9.
Minneapolis	57½	57½	57¼	57¾	57¾	57¾	57¾	57¾	57¾	58	58½	58½
Winnipeg	57¾	57¾	57¾	57¾	57¾	57¾	57¾	57¾	57¾	58	58½	58½



# Why Some Elevators Fail

[From an Address by F. H. Higgins before the Farmers Grain Dealers Ass'n of North Dakota]

I have had a good many years experience in the grain business, all the way from loading box cars with the old scoop shovel up to managing a commission business. I would like to emphasize some reasons why some country elevators do not make a success, and the precautions to take for preventing these mistakes.

When one considers going into business, find out approximately the amount of business that you will handle each year. I would say roughly, that unless you can handle 30,000 to 35,000 bus. the business would hardly pay, as competition is very keen, and grain is handled on a much smaller margin than formerly. If you do not have the volume, you can not possibly make expenses. You should have enough capital at least to pay for your elevator.

**Equipment:** If you are building an elevator, make a good job of it, get the best material, and build it with the idea that you are going to use it a long while. Do not over equip. For instance, down in Sargeant county when they started their engine it took two men to get it going. For years the elevator company had gotten along with a small engine that really had the power but the engine was worn out. They decided to have enough power the next time, and they bought an engine large enough to run half a dozen elevators. Before they were through installing the cost was \$3,000. Do not equip with anything more than what you actually need.

**Hiring Help:** I would not hesitate to hire a manager for the year round. As a general rule a manager that will work for you for three or four months, especially if he has no other position in the same town, is not the class of man that you want to run your elevator.

In engaging any assistants, such as bookkeepers or second men, always have it understood that they are only working from month to month, because a poor year is liable to come along, and you will be tied up with a large expense, and not be able to unload. If you have a good man pay him what he is worth. Go slow in putting a green man into your elevator. I can not emphasize too strongly that a good manager is the most important cog in your machine.

When you are engaging a new man, investigate his record at other stations. Do not depend entirely upon the recommendations that he gives. I have never known anybody that would give a party for a recommendation who would give him a black eye. So have this in mind and make a separate investigation.

Get him bonded. If you have trouble in this, there must be something wrong, though I must say in justice that in a few cases I have discovered where men were unable to get a bond and it was no fault of theirs, nor anything that they had done, but some personal grievance. In such a case, if you are satisfied that the man is all right, and if he can give personal bonds, be sure that the men on the bonds are reliable and good for the amount of the bonds, and keep in touch with the bondsmen, so you will know where to find them in case you need them. I have in mind an elevator in Minnesota that took personal bonds from a manager signed by a man they afterwards found out to be an assistant to a dray man in a nearby town, and when their manager went wrong, as he had done several times before, and they got to looking for the indorser of the bond, he was nowhere to be found.

Insist upon your manager running the business on a business-like basis. A bookkeeping system should be installed that anybody could look into and check over. The manager should not get far behind in his book work. Many an error can occur that if let stand for months can not be reconciled. I advise a yearly audit,

and if the business is not large enough to warrant this expense by all means have a verification of your assets and liabilities by an outside auditor.

**Cash:** Run your business as close to a cash and carry basis as possible. When the customer brings grain to the elevator he expects cash for it, and the same should be expected of him. Practically all city stores are now on a cash basis. Probably this could not be worked out in the country, but you will find out that once customers get used to it, it will be much easier to get them in this frame of mind than you think it would be. Give it a trial. The affairs of many country elevators in this state are tied in a knot on account of excessive credits.

**Side Lines:** It has been my experience that country elevators have lost more money in side lines than they have ever made. I think a few side lines, such as coal and feed, which work hand in hand with the grain business, are very good, but getting into lumber, machinery, etc., is getting into a line of business that requires different kinds of managers if you are to make a success in each line. How can it be expected that a grain man can be a whiz at all lines of business?

**Insurance:** Put the responsibility for the insurance on your grain and plant on the manager. I advise a blanket policy that keeps you covered at all times on grain, and make arrangements with the company that insures your elevator to give you notice at least thirty days before it runs out. When you get your notice, do not stick it in a pigeon hole, pay your premium at once and then you are sure it is done.

**Speculation:** Probably more country elevators are ruined by speculation than any other cause. There is only one remedy for this, and that is as grain is purchased hedge it as closely as you can. If you buy a lot of grain and you get a drop in the market, and you say, well I guess I will wait before I wire in to sell this (until there is a little advance in the market). Sometimes you are going to wait a long time for the raise. We have in mind some of the boys that are still waiting for \$3.00 wheat. If you have purchased grain and get a drop in the market take your loss right away, your first loss is your least loss.

Now as far as speculating goes, you do not need to have an elevator to do this. If it is agreeable to all concerned that the manager should speculate, sell your elevator, send your manager to the terminal market, and you will save a lot of wire expense, besides he can sit in a comfortable chair and do it, but I would suggest that before starting, he buy a return ticket. Take it from one who is in the grain pit every day, there is nothing to this speculating business, and the quicker you elevator men get this into your heads the better off you will be.

There has been a great deal money lost in the hedging of flax. In many places there is so little of it handled that it takes a long time to get a thousand bushels, or enough to sell a future against. Your commission man can sell flax in lots of a few hundred bushels to arrive, and if you have to ship out a whole car load of flax, and if half of it is stored, he can make arrangements to store the flax that you have not purchased.

**Financing Your Elevator:** Try if possible to get local help, in that way keep closer watch of where the money is going. If you put up a note for money borrowed and you pay this money back be sure that you get the note back. This is the manager's duty. He should keep

a bills payable book, and every note should be entered in this book so you will know just where your paper is located.

**Advances:** Steer clear of cash advances on storage tickets. You are in the grain business and not the banking business. If you feel that you just absolutely cannot get away from advances, have them most conservative, and have the endorsed storage ticket in your possession.

**Drafts Against Shipments:** Whenever you sell grain on track or consign to a firm that you are not fully acquainted with, always get an advance against the shipment. Do not be afraid of losing a little interest. I have in mind an elevator company in South Dakota that sold four cars of grain on track to a firm they had never heard of until the day they sold the grain to it. They mailed this firm the bills of lading without making draft against them. The company is still trying to get its money. It was a "fly-by-night" outfit, who really had no market connections.

## North Dakota Farmer Dealers Hold Meeting.

The twelfth annual convention of the Farmers Grain Dealers Ass'n of North Dakota was held March 20, 21, 22, and 23 at Minot, N. D., with 368 delegates in attendance.

The meeting opened at 9:30 a. m., Mar. 20, with Attorney R. O. Miller, director of the Association of Commerce, delivering the welcoming address.

The response was made by Pres. R. F. Gunkelman of Fargo, who delivered his annual address at the same time. He spoke of proper distribution of cars and pooling of grain and urged members to consider the pool carefully before joining.

Sec'y P. A. Lee then read his annual report showing an increase of 40 members in good standing during the year. The total is now 230 in good standing, 25 in arrears less than one year, and 6 more than one year.

The Grainmen's Union was amalgamated with the Farmers Grain Dealers Ass'n by unanimous vote. Attorney F. Lambert of Minot spoke on "Law Points" as pertaining to the grain elevator business and pointed out much of interest.

The distribution of cars during shortage was the subject of H. L. Janes, ass't general counsel of the Great Northern Ry., St. Paul, Minn. Much discussion followed Mr. Janes' speech with various shippers telling of grievances against the railroad.

Frank C. Higgins, Minneapolis, spoke on "Why Some Country Elevators Fail" and went carefully into each detail of correctly managing a country elevator. Much of his address appears elsewhere in this number.

Other speakers on the program were Robt. H. Black, Dept. of Agriculture, Washington, D. C.; C. E. Austin, mgr. State Mill & Elevator at Grand Forks; E. F. Stevens, Glove, N. D.; M. L. Pruett, Pettibone, N. D.

A. H. Benton, marketing department of the Agricultural College at Fargo, showed, with charts and statistics, the rise and fall of wheat production and prices from 1897 to 1922.

Resolutions adopted called for a reduction in commission charges at terminal markets, elimination of the charge for each bulkhead and other material charges by railroads, reduction of cleaning and transit rate charges; support for the North Dakota Crop Improvement Ass'n, opposed the proposed increase in site rentals, favored the appointment of a member of the Interstate Commerce Commission from Northwest territory, and opposed the passage of House File 386 in the Minnesota Legislature, a bill relating to the making, reporting, recording and publishing of reports of sales of grain made by members of exchanges.

All of last year's officers were re-elected. They are R. F. Gunkelman, Fargo, pres.; Geo. Knauss, Hanaford, vice-pres.; P. A. Lee, Grand Forks, sec'y-treas.



## Why Some Scales Fail to Weigh Correctly.

BY N. C. WEBSTER.

It would naturally be assumed that when a grain shipper invests the sum of money required to purchase and install a high-class Automatic Scale he would give that machine at least reasonable care and attention to prevent deterioration and insure satisfactory performance. If the scale was just an ordinary machine doing ordinary work there might be doubt on this in some cases, but when you consider that the matter of accurate weights is of vital importance to his business success your last doubts will be removed.

Strange to say, our representatives quite frequently find scales that are almost buried in dust and dirt. Most men realize that a scale in its very nature must be sensitive; otherwise it cannot function. It is impossible for the beam of a scale to swing and respond the instant the weight of the material is in the hopper to counter-balance the weights in the opposite end, if it is hampered by dirt or kernels of grain interfering with the movement of the knife edge.

It is also a fact that in a scale used for shipping grain the errors created by dirt interfering with the action of the beam are virtually certain to result in loss to the shipper. In other words, if the beam, because of dirt or friction, cannot move freely, it will require more grain in the weigh hopper to overcome the friction and turn the beam. It goes without saying, therefore, that the grain shipper who is wise will watch his scales carefully and keep them clean.

We recall one of our experts being startled by a rat jumping out of the weight box of the scale and on investigating it further he found a nest and a healthy brood of young rats making themselves quite at home in the dust that had been allowed to accumulate on top of the weights. The dust itself meant that the shipper was giving away an amount of grain equal to the weight of the dust in the weight box with every discharge of the scale, and to that he very generously added the weight of grain required to balance the rat and its family when they were all at home.

In another instance one of our experts found the feed chute of the scale choked with an accumulation of dust and dirt into which rain had seeped and there was quite a healthy crop of mixed wheat and oats growing.

With the New Richardson Self-Adjusting Scale about all that the operator is required to do is to keep it clean and this with the inspection called for by the Interstate Commerce Commission Rules will insure accurate weights, except in cases of some emergency trouble.

With our old type of scale, of which there are a great many still in use, it is necessary to understand how to compensate and to make this adjustment two or three times during the loading of a car.

Every Automatic Scale operator should know how to test his scale for balance empty and for balance in operation. No particular skill is required to make this test—only a careful following of instructions, which are sent out with each machine and which are supplemented by instructions from our experts from time to time.

Care should be exercised in reading the figures of the continuous counter and also in the printing of the tickets on the type registering counter. Instructions should be closely followed to avoid damage to the mechanism. If these elementary requirements were lived up to, weight troubles would vanish.

## Artificial Wage Scale Hard to Maintain.

A recent conference of the United Mine Workers in Ohio was devoted almost exclusively to the discussion of means for keeping out of the industry the influx of farmers and mill workers who are being attracted to it by high wages. The essential feature of the situation appears to be that in order to maintain the integrity of the organization which has been effective in procuring the increased scale of wages, against the inroads of unorganized labor, the miners have been forced to admit these outsiders into the union, particularly in view of the fact that the use of machinery permits the employment of comparatively unskilled men; but the increase of membership weakens the union because of the necessity of paying strike benefits to the greater number of men and impairs their ability to use the weapon of the strike to maintain the wage scale.

The irony of the situation appears in the fact that in times of strike or slack work these outsiders, or "non-practical" miners as they are called, are in a position of advantage by reason of their experience in other work, and more readily find employment elsewhere to help out their strike benefits. Such schemes as have been suggested to limit membership in the union by discriminatory dues or otherwise are considered by the miners themselves as extremely doubtful; and they are being forced to realize that it is exceedingly difficult, if not impossible, to maintain by artificial means a scale of wages out of proportion to those obtaining in other employments.—*Lumber Trade Journal*.

THE Polish Government has placed American flour on the free list in order to check speculation in foodstuffs.

## Kansas City Elevators Taken Over by Davis-Noland-Merrill.

Geo. H. Davis, N. F. Noland and Harold A. Merrill have organized the Davis-Noland-Merrill Grain Co. with \$400,000 capital stock, to succeed the Ernst-Davis Grain Co. and to take over the Kansas City business of the J. Rosenbaum Grain Co., including the leases of the latter on the Terminal Elevator and the Rock Island Elevator, both owned by the C., R. I. & P. Ry. Co., and with a total storage capacity of 2,600,000 bus.

The Ernst-Davis Commission Co. will continue in business under the control and direction of Geo. H. Davis, who is a member of the Board of Trade and has been active in the grain business at Kansas City for more than a quarter of a century. For many years he has been at the head of the two companies and is president of the new company.

N. F. Noland, vice-president, has been for 20 years actively connected with the Rosenbaum interests at Kansas City. Until a year ago he was assistant manager of the Terminal Elevators. At that time, on the resignation of Paul Uhlmann, manager, he succeeded to the general management of the business.

Mr. Noland, who has been principally active in developing the large milling wheat business for the old company, will give his principal attention to sales and to mill accounts with the new organization. Both he and his old and new associates have a wide acquaintance among millers, and the new concern will occupy a commanding position in the milling wheat trade at Kansas City.

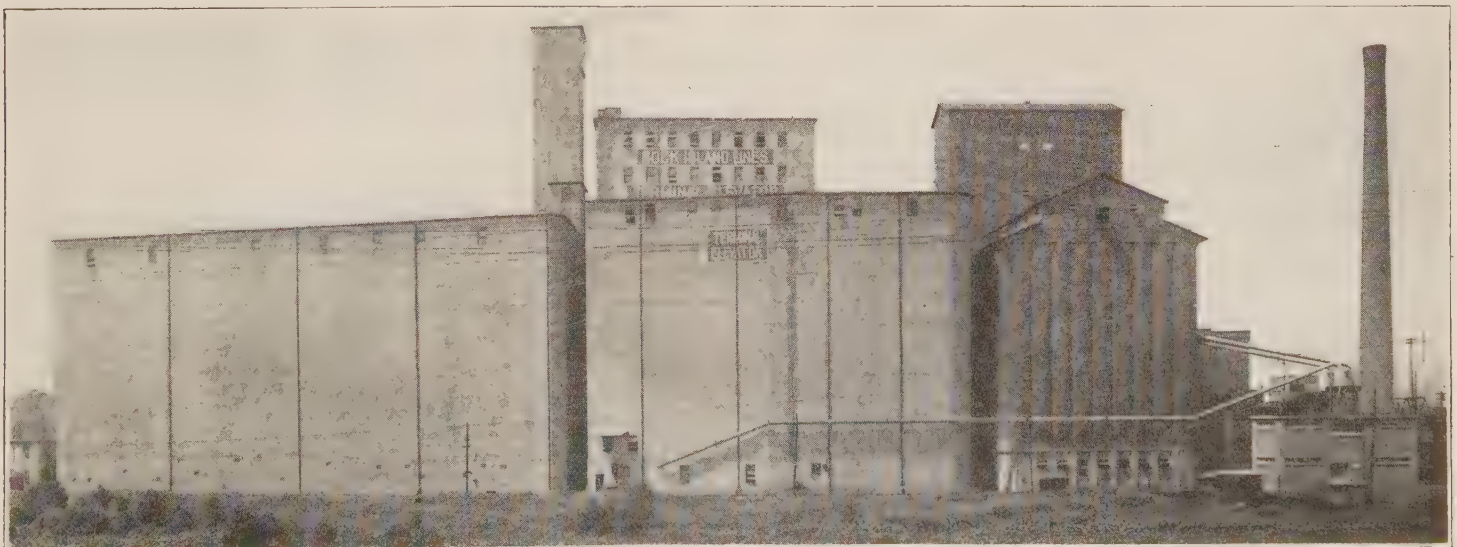
Harold A. Merrill, treasurer, has also been long connected with the Rosenbaum organization and was for six years manager of its elevator at Fort Worth, Texas.

M. Gundelfinger, secretary, has been for many years associated with the Ernst-Davis companies.

The very extensive storage and grain handling plant of the new company is shown in the engraving herewith.

THE American Farm Bureau Federation lost 90,170 paying members during 1922 and the National Farmers Union lost 21,193 during the same time. The only organization which gained is the National Grange and it took in 44,145 new paying members during the year.

OWNERSHIP of one farm in sixteen changed hands in 1922, while occupants of one out of five farms changed, reports the Dept. of Agriculture. About 400,000 farms changed ownership and occupants on 1,250,000 farms changed. More farms changed ownership in the west and south than in New England, Middle Atlantic and Corn Belt states.



Terminal Elevator and Rock Island Elevator of Davis-Noland-Merrill Grain Co. at Kansas City, Mo.



# Country Elevator Accounting

## A Stock Record and Continuous Inventory

By C. A. LOVELL

Second in importance only to the check which the grain dealer keeps on his money is the check on his stocks of grain and other commodities. Perhaps it might properly be said the two are equal in importance, because the commodities represent money no less than the cash in the bank; yet the fact remains that few country elevator offices are adequately equipped to handle stock records properly or to give an accurate and a continuous inventory of the several items.

It is the purpose of this article to present a study of stock records, and the form which is reproduced herewith is designed to provide a simple and comprehensive means for keeping stock accounts. It is not expected that it will meet the requirements of all country elevators, but it illustrates the principles involved. These principles must be kept in mind by the individual dealer when he prepares a book for his own business.

The stock record shown in the engraving is intended to serve three major purposes, viz:

1. It yields an accurate statement of the quantity of each commodity on hand at the end of each day.

2. It provides for the calculation and recording of inventory values daily, or weekly, as may be desired.

3. It makes it possible to obtain at the end of each week an average of daily inventories for insurance purposes. This is particularly valuable to those dealers who have insurance policies on the premium adjustment plan.

A page is devoted to the business of each week, Saturday's date being inserted in the space which follows the designation "Week Ending." This serves as a key to assist the dealer in future reference to the record, and the six business days of each week are all provided for, with appropriate side headings at the left of the form. Dates are not needed for these individual days, altho there is no objection to putting them down if the dealer wishes to do so. Only one transcription of balances is required for each week, this being the carrying forward of Saturday's "On Hand" figures to

give a starting point for the next Monday. When desired the form may be repeated on same page to give two weeks' record.

**Quantities** are determined by adding the receipts of each day to the previous day's balance and subtracting shipments and sales. Whenever there is a weigh-up of a given grain (or of one or more bins) corrections should be made by substituting the actual weights thus determined for those calculated weights already appearing in the column affected. It follows, also, that when a bin is emptied or when all of one grain is shipped out the stock record should be corrected to show "nothing on hand," even tho this necessitates the cancellation of the figures under one or more commodities. The quantity thus stricken out represents shrinkage, a factor that every elevator operator must reckon with.

**Values** should be determined by figuring the number of bushels on hand at the fair market price on track at the elevator. There can be no hard and fast rule for doing this, but every dealer will know what is a fair market price for his grain each day and it is only necessary to apply this knowledge in completing his stock record. If he prefers he may wait until the end of the week and compute the value of the average number of bushels in each quantity column at the market price Saturday, but this will be slightly less accurate than an average of daily values. He should want his report to the insurance company to be as accurate as it can possibly be made, in order that he may be adequately protected yet not pay an excessive amount as premium. The difference between an average of daily values and a Saturday night value on average quantities will not be great, however, and either method should prove entirely satisfactory except in cases of violent price fluctuations. If prices run thru a great range values should be figured daily.

**Variations in The Form:** Some dealers may prefer to change the form to make it fit

their business more satisfactorily, and this will never be found difficult to do. One such variation is to eliminate the general headings for the various grains, and to rule the form in columns headed with bin numbers alone, then to provide a space in which to enter the name of the kind of grain that is in each bin. Thus, if there are 10 bins in the elevator there should be 10 sets of columns, headed "Bin 1," "Bin 2," etc. If Bin No. 1 contains wheat that fact should be indicated, and when the wheat is shipped out and corn placed into the bin a corresponding change should be made in the stock record. Under this plan the names of the various grains could not be printed on the form, but would have to be written in as occasion required.

The sample form probably does not contain enough bin columns for many elevators, and some dealers may require columns for coal, flour, feed and other commodities. All such matters must be worked out for each business individually. The form shown only presents the idea, and if it were to be made up and placed in stock by a printer or other dealer in office supplies he would necessarily have to leave the columns blank so that each owner might head them to suit himself.

One difficulty that every grain elevator operator will find himself called on to solve in his operation of any stock record giving separate inventories for various bins is that of knowing how much he takes from each bin at any one time. He may easily determine just what grain goes into a given bin and thus keep his additions correct. It is not so, however, with the deductions. He will frequently want to mix grain from each of several bins in loading a car, and tho he knows the total quantity taken from the house he is generally unable to figure the exact number of bushels taken from each bin. Because of this fact it is often found more satisfactory to keep one stock record for all wheat, one for all corn, etc., making no attempt to separate it into bins or otherwise.

One other method of making the separation for inventory purposes is to keep the grain of each grade together. In such cases the columns should be headed to indicate the various grades rather than the various bins. Keeping the stock record by grades makes it easier to decide upon market values, but the problem of learning just how much of each grade is taken out

[Concluded on page 465.]

WEEK ENDING		WHEAT				CORN				OATS			
		BIN 1		BIN 2		BIN 3		BIN 4		BIN 5		BIN 6	
		BUS.	VALUE	BUS.	VALUE	BUS.	VALUE	BUS.	VALUE	BUS.	VALUE	BUS.	VALUE
MONDAY	BRO'T FORWARD												
	RECEIVED												
	TOTAL												
	SHIPPED AND SOLD												
	ON HAND TONIGHT												
	RECEIVED												
FRIDAY	SHIPPED AND SOLD												
	ON HAND TONIGHT												
SATURDAY	RECEIVED												
	TOTAL												
	SHIPPED AND SOLD												
	ON HAND TONIGHT												
	AVERAGE												



## The Milling Value of Wheats.

[Address by Harry Snyder before North Dakota Farmers and Grain Dealers at Minot, Mar. 21.]

Wheat (except rye to a limited extent) is the only cereal that will yield a flour that makes a dough. This is because wheat has a special gum-like binder known as gluten. The milling and bread-making value of wheat is dependent largely upon the quality and quantity of gluten jointly considered, and the flour yield of the wheat. Many wheats fail to have a good milling value because they are lacking in either quality or quantity of gluten. Extensive studies have been made of gluten, but just how nature puts together the elements so as to make gluten that is so valuable for bread making is not known. Nature alone holds the secret. We simply know that under the combination of climatic and soil conditions such as exist in North Dakota, certain varieties of wheat have a quality of gluten that gives maximum milling and bread making results. The gluten must possess certain physical characteristics in order to secure the desired bread making qualities of the flour. For example, the variety of wheat known as humpback yields a gluten commonly described as "mushy" and it has a very low binder value for bread making purposes. It is often a question not of quantity of gluten but of quality of gluten that determines the value of a wheat. Two wheats may have the same amount of gluten and yet show widely different bread making values, just as two automobile tires may contain the same weight of rubber and one may be harder, firmer, and better than the other.

**Best Wheats.**—The wheats that yield the best gluten, quantity and quality jointly considered, are Fife, Marquis, and Blue Stem. The gluthens from these wheats, barring defects of growth, are strong, elastic, or rubber-like, yet not over-resistant to yeast action. A good flour must stand up well when it goes into the channels of trade. If the gluten is inclined to be soft and weak, it breaks down or, as is commonly known, "slacks off" and behaves like old weak rubber that has lost its elasticity, then the flour makes poor bread.

A great many different varieties of wheat have been introduced into the northwest during the past 25 years or so, and some of them were supposed to have had exceptional value as large yielders and as possessing high milling quality. But as a matter of fact, no wheats have ever surpassed Marquis, Scotch Fife, and Blue Stem.

**Wheats That Failed.**—Velvet Chaff, Johnson's wheat, No. 188, Preston, durum and others have all been tried and found wanting in their bread making value. I can readily appreciate that it is hard for the layman to understand how it is that a wheat like Preston, that yields well and looks good, fails to have good bread making value. The fact is the wheat does not possess good, dependable milling value. It is with some wheats just as it is with some people: appearances are deceptive.

Some years ago Preston wheat, originating in Canada, was distributed by the Minnesota Station. It failed to make good. It did not make good because it failed to have the requisite quality of gluten. At the time it was distributed it had what was supposed to be only a minor gluten defect. It was supposed that in the course of a few years nature would correct this defect, but as we know, nature has failed to do so. Sometimes I think we expect nature to do too much. I distinctly recall Preston because at the time it so happened that I was chemist of the Minnesota Experiment Station and advised against its distribution.

**Kota.**—I mention Preston simply because another wheat, Kota, belonging to the same group botanically as Preston, has been proposed for general distribution. Kota, like Preston, fails to possess a dependable uniform quality of gluten. It has not yet successfully passed the experimental stage. Whether nature may do more for the wheat and correct some of its known defects remain to be seen. But it is better to recognize these defects now than it is to learn them later from unprofitable experience. It is not an academic question as to what one may think a product is worth, but it is a question as to what the product will bring in dollars and cents when it is marketed. That is what determines its value. Some samples of Kota that I have seen possess a very poor quality of gluten, so poor that the miller would not be safe in using them for milling purposes. Other samples have shown from mediocre to fair quality of gluten, but none of the Kota samples which I have seen tested have been the equal of Marquis or Fife wheats. A miller can ill afford to take any chances in using a wheat that lacks uniformity or is of inferior milling value.

There are other characteristics which Kota possesses that must be considered in determining its milling value. Flour made from Kota has a distinct yellow color; it is as intensely yellow as the flour made from the durums. People will not buy flour that is distinctly yellow in color, and no amount of argument can make them do so; particularly so when the flour is also deficient in gluten and does not possess the usual baking characteristics of the flours with which they are familiar, and that is the position in which the miller finds himself if he attempts to use Kota wheat. The flour is so different that the miller who prides himself

on making quality flour cannot sell it twice to his trade. Hence I believe that if Kota is produced in marketable quantity it would have to sell at a discount because it cannot take the place of Marquis or Fife for producing quality flour.

**As to the color of the flour,** some may say "What difference does the color make so long as the miller bleaches his flour?" But some states have laws preventing the bleaching of flour. North Dakota has had such a law for years. Now I do not believe that the farmers of North Dakota care to advocate the production of a bread wheat that produces such a yellow flour that it requires excessive bleaching and then say to other states, "You must use the bleached flour but we will not allow any bleached flour to be used or sold at home." But the main thing is, Kota wheat is lacking in the dependable staying qualities that are demanded of high grade flour, and no resort to technical terms, academic discussions, or attempts to make out that the miller is biased or prejudiced can alter the facts.

We all know too well what a race it is some years as to whether the wheat crop will reach maturity before it is overtaken by the rust. Many years the wheat wins by a narrow margin. Some of the early maturing varieties of wheat as "Red Bobs" have given a good account of themselves, maturing in advance of our standard wheats. And in passing let me say "Red Bob" is a satisfactory wheat. While it is not, in my opinion, the equal of Marquis as a bread wheat, it has so far shown itself a promising wheat.

**Durum.**—This state has experimented with a great many different kinds of wheat. Durum was introduced and its use was advocated for bread production, but it is not a bread wheat and but very little of it has been used for bread purposes. It is a splendid crop for certain purposes, as the manufacture of semolina, macaroni, and various pastes, and when market conditions are right it is a paying crop. The world's demand for durum wheat is, however, much more restricted than the demands for good bread wheats. Over-production of durum may occur the same as over-production of potatoes the past season. It costs as much to freight a bushel of durum to the market as it does a bushel of good bread wheat. In the production of durum it is a safer proposition for the farmer to stick to the ordinary varieties that are suitable for the manufacture of macaroni than it is to grow the red durum which is not desired by the macaroni manufacturer. It often happens that a new variety of wheat is grown in limited volume for several years and it seems to sell all right but when any volume of it is grown then it is marketed at a loss and with difficulty. This is simply because a small amount of a wheat of comparatively unknown value fails to make itself felt in the market, but when any volume is raised then its market value becomes established.

Wheat has generally been the best paying crop that the North Dakota farmer can raise. It needs to be made a safe and permanent crop, adapted to present agricultural conditions. A system of rotation of crops suitable to the conditions of this state needs to be developed and practiced. When systematically grown, wheat is not an exhausting crop, but it should be produced in connection with live stock and dairying. True it is that there are unprofitable and discouraging years and so it is with all lines of business. Oranges, lemons, and other fruits are sometimes left on the trees because there are no profitable markets. Potatoes are not dug; and so it is with other crops, but taken all in all wheat is non-perishable and is generally sold to better advantage than many crops.

The fact is, civilized man cannot live without bread and wheat is the only cereal from which bread can be made. The farmer is most concerned in the production of the kind of wheat, all things considered, which in a series of years proves most profitable. Profitable farming generally results from the production of the most salable and best quality of products that the farm naturally produces. North Dakota's hard wheats are known and recognized in the world's markets as the best wheats that are grown. But what are we going to do now that the black stem rust of wheat changes conditions and makes wheat farming so hazardous?

The main question is: can the black stem rust of wheat be eradicated? Practical farmers and the best scientists alike tell us that it can be done and that it has been done in other countries. It is well known that the wild and ornamental barberry bushes are guilty of causing the spread of the black stem rust of wheat. Eradicate the barberries and black stem rust is eliminated. This is not a theory but an age old fact. Why surrender to rust when there is a remedy? It is far better to stamp out wheat rust and to continue to raise the high grade standard varieties of premium wheat as Marquis and Scotch Fife than it is to attempt to grow some new unestablished variety of wheat that when grown in quantity is most likely to be sold at a discount because of lack of good bread making value. It were temporizing, the barberries simply become more firmly rooted and black rust still more destructive. To surrender to black rust is simply taking a backward step in the agriculture of this state.

If we start in growing the so-called rust resistant wheats of today we have no assurance that they will continue to be rust resistant against the more virulent strains of rust that are likely to be developed. We must remember that when plant or animal diseases are not checked nature shows a tendency to produce even more virulent forms of the disease. As a matter of fact, the barberry must be eradicated if wheat farming is to be made safe and profitable.

Rust resistance is not the only desirable characteristic which a wheat must possess in order to recommend itself to the farmer. It must stand up well under trying climatic conditions. Some wheats that are inclined to be rust resistant do not stand up so well under drought conditions as ordinary wheats. The farmer must reckon with droughts and hot winds as well as with wet seasons that favor rust development. Again, some rust resistant wheats show a tendency to lodge badly and this entails added harvesting expense or loss. In fact, a rust resistant wheat does not solve the problem of dry years or losses from lodging in wet years.

The most feasible solution of this whole question is to stamp out black rust by eradication of the barberries. The miller believes in this and along with others he is contributing money to assist in this work. Your state law requiring eradication of barberries needs to be heartily supported and backed up with liberal funds. North Dakota must compete in wheat production with countries that have eradicated rust. When rust is controlled in this and adjoining states, farming will be more profitable and farm land values will increase, because North Dakota can grow better wheat than other states.

As seed time approaches, I believe the members of this convention can do no better service than to urge upon the farmers to clean up their seed wheat, using the usual home-grown varieties as Fife and Marquis, testing it as to germination power if there is any question that it is not all right, and then in the early part of the season make a regular crusade on the wild and ornamental barberries. Remember that a simple barberry plant is estimated as being the progenitor of enough black rust spores to cause the destruction of 12,500 bushels of wheat.

GERMAN firms are importing flour from Rumania, where the 1922 crop of wheat was abundant, the importation being more favorable due to advantageous exchange rates and lower transportation costs than on those from across the seas.

TOLEDO, O.—Corn has merit. Market is just beginning to reflect the strength in the cash situation. Outside markets are doing more cash business than Chicago. New Orleans outbid Chicago 3¼ cents. Baltimore reports a good export demand. Outside cash handlers are beginning to nibble at Chicago stocks, taking some cash in small lots of five and ten thousand bus. The nibble at Chicago stocks will soon develop into a real bite. Buy some July corn on any setback.—C. A. King & Co.

## Country Elevator Accounting.

[Continued from page 464.]

remains. The best that can be done in handling this difficulty is to apply common sense, and generally the dealer has a rather definite idea of the percentage of each grade going into a given car and can estimate quantities with a fair degree of accuracy. Then, if he takes advantage of every opportunity to get clean-ups and weigh-ups his figures will seldom be far wrong.

Commodities other than grains seldom carry much of an inventory problem. Coal, flour, feed, posts, and most of the other articles handled by country elevators are easy to check. Except in the case of a bulk commodity like coal, shrinkages will not often occur and when they are met with they are easy to locate. The number of sacks of flour and feed, posts, etc., should always agree exactly with the stock record. If there is a variation it will likely be caused by somebody's failure to enter a sale, or by theft.

The values of these miscellaneous commodities should be determined in the manner best applicable to each, and except when prices fluctuate widely it will be sufficient to compute the inventories at cost figures. When these price changes are great the dealer should use replacement prices instead of cost prices.



## Feedstuffs

SUMMIT, IA.—Henry Denzel is installing a new feed plant.

STEPHENS, ARK.—H. W. Wright opened a feed business here.

VAN BUREN, ARK.—The Iglesby Feed Warehouse was damaged by fire.

MARTIN, TENN.—The American Milling Co. has added feeds to its other lines.

SAN AUGUSTINE, TEX.—J. O. Payne has opened a wholesale feed business here.

HUTCHINSON, MINN.—Frank A. Spiering has engaged in the flour and feed business.

CLEGHORN (Eleva p. o.) Wis.—Archie Birtzer purchased the feed mill of Louis Peterson.

WELLS, MINN.—The Miller-Rose Co., poultry feed dealers, are adding seeds to their business.

HASTINGS, MINN.—M. J. Rother installed a feed grinding plant here. A Unique Attrition Mill will do the grinding.

NASHVILLE (Spring Grove p. o.), Pa.—The Community Mills, operating at this place, have Spring Grove as postoffice.

The annual meeting of the Eastern Federation of Feed Merchants will be held June 13 and 14 at Binghamton, N. Y.

MT. VERNON, WASH.—The Skagit Feed & Seed Co. incorporated for \$4,400 by Frank Whitehead and W. N. Wetmore.

BUFFALO, N. Y.—The H-O Cereal Co., Inc., has registered the words "Keep-Fit" as trademark No. 168,968, descriptive of poultry feeds.

WAUPUN, WIS.—The Loomans-Rossman Co. has amended its articles of incorporation to include the purchase and sale of feed, flour and grain.

SAN FERNANDO, CAL.—The San Fernando Feed & Seed Co. succeeded B. T. Smith. Mr. Smith retains an interest in the company together with J. M. Beach.

KELLNERSVILLE, WIS.—P. T. Barnowski purchased at receiver's sale, the feed mill of M. Kellner Sons Co. for \$5,000. The new owner will operate the mill.

CHICAGO, ILL.—D. A. Quinn, advertising manager for J. J. Badenoch Co., has been put in charge of sales-management in addition to advertising and sales promotion.

KNOXVILLE, TENN.—J. Allen Smith & Co. have registered the words "Grassy Valley Farm" with an illustration, as trademark No. 169,089 descriptive of stock feed.

MINNEAPOLIS, MINN.—Carl C. Johnson has engaged in the feed jobbing business with offices in the Corn Exchange. He was formerly with the Sheffield-King Milling Co.

KANSAS CITY, KAN.—The Miller McConnell Grain Co. has registered a design consisting of an oblong criss-crossed with lines and the words "Grade A" in the center as trademark No. 166,465, descriptive of stock and poultry feed.

### Feed Movement in March.

Receipts and shipments of feedstuffs at the various markets during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore, tons	1,197	1,791		
Buffalo, cars	140	236		
Chicago, lbs.	35,936,000	31,565,000	106,713,000	133,290,000
Kansas City, tons	3,850	3,740	28,560	22,260
Milwaukee, tons	870	2,300	28,010	34,863
New York, tons, bran	240		189	
St. Louis, sacks, bran	88,480	143,250	146,490	134,400
San Francisco, sacks, bran	14,652	4,238		

THE Kansas State Board of Agriculture met April 5 at Topeka to organize to handle the work of feed inspection formerly under the State Agricultural College at Manhattan.

ARGYLE, WIS.—Ralston Bros., reported in Mar. 25 issue of the Journal as wrecking an old elevator at this place, are located at Argyle, Ill. The company will install a large feed grinder.

OKLAHOMA CITY, OKLA.—The alfalfa feed mill, office and other buildings of the Garrison Milling Co. burned recently with a loss of \$12,000. Rebuilding of the plant has already begun.

ARKADELPHIA, ARK.—The feed plant of the Arkadelphia Milling Co. has been completed. It is planned to manufacture molasses feed for dairy cattle. T. O'Gier is in charge of the new department.

CHATTANOOGA, TENN.—The Mountain City Mill Co. has registered the words "Blue Cow" above a picture of a cow, as trademark No. 160,419 descriptive of feed for horses, cattle, hogs and chickens.

BUFFALO, N. Y.—The Pea-Zo Mills, Inc., incorporated for \$100,000 to manufacture powdered peas as a base for pea soup for hotel and restaurant trade. Plans are being prepared for a 65-barrel mill.—B.

MERIDIAN, MISS.—The Meridian Grain & Elevator Co. has registered the words "Big Diamond" with a triangular design, as trademark No. 163,301, descriptive of scratch feed, dairy feed, hog feed, horse and mule feed.

BUFFALO, N. Y.—The Nowak Milling Corp. has registered an artistic design consisting of a rectangle bordered with dominoes and containing the word "Rattler," as trademark No. 170,780, descriptive of horse and mule feed.

LITTLE ROCK, ARK.—The Black Rock Milling Co. will build a frame conveyor to facilitate loading of cars with sacks of feed. Its length will be about 75 feet and will permit loading of 10 or 12 cars without moving a car. It will cost \$16,000.

CINCINNATI, O.—The Tri-State Vegi Feed Co. recently organized with C. L. Harrison, pres., Henry S. Chapman, vice-pres. and Herman W. Lackman, sec'y-treas. The company will manufacture a line of feeds under the brand, "Sugar Jack Dairy Feed."

PINE BLUFF, ARK.—The Whyte Commission Co. has registered words "Blue Horse Shoe," "Mule Shoe," "Red Horse Shoe," and "Green Horse Shoe," as trademarks No. 169,107, 8, 9, 10, descriptive of stock, dairy, poultry, cattle, and hog feed, also wheat flour.

LITTLE ROCK, ARK.—Eugene Collard and Carleton J. Meyer have formed the Collard & Meyer Co. to deal in wholesale feeds. Mr. Collard is carrying on the business of his late father, C. E. Collard, and Mr. Meyer was formerly with the Chippewa Feed & Grain Co.

CHICAGO, ILL.—The Arcady Farms Milling Co. has registered a vacant rectangle formed of 34 chickens as trademark No. 172,574 descriptive of poultry feed, and has also registered the word "Wonder" as trademark No. 160,847, descriptive of prepared feed for poultry and livestock.

### Exports of Feedstuffs.

Exports of feedstuffs during January, compared with January, 1922, and for the seven months ending with January, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	January		7 mos. ending Jan.	
	1923	1922	1923	1922
Bran and middlings, tons	237	459	1,766	8,415
Cocanut cake, lbs.			2,285,574	9,049,898
Corn cake, lbs.		1,035,629	670,560	3,535,181
Cottonseed meal, lbs.	5,296,800	10,765,165	95,170,456	100,446,159
Linseed meal, lbs.	6,018,410	1,081,825	16,862,807	8,590,118
Linseed cake, lbs.	49,503,422	46,649,704	281,501,288	325,179,373
Millfeed, tons	1,191	1,054	27,292	11,521

SELBYVILLE, DEL.—We are planning a combined mill elevator, to store, reclean and blend grain and grain products. We will need the necessary machinery required to blend, mix and manufacture poultry, horse, dairy and hog feeds.—I. B. Hudson, gen. mgr. Irving B. Hudson Sales Co., Inc.

WICHITA FALLS, TEX.—The Mytinger Milling & Grain Co. is the successor to the J. C. Mytinger Grain Co. We are installing machinery for the manufacture of a complete line of poultry and stock feeds, which we will market under our Mygraco brand.—J. C. Mytinger, pres. Mytinger Milling & Grain Co.

CLEVELAND, O.—E. M. Folsom, for 40 years a feed dealer here, died Mar. 22 following five days' illness. Death was caused by pneumonia. He started in the feed business 43 years ago, and three years ago engaged in the coal and builders' supply material business, following a fire which destroyed his elevator.

DENVER, COLO.—The Mountain States Mixed Feed, Mill & Elevator Co. has let contract to Sherman T. Edwards, Chicago, to equip its plant. The feeding lots, adjoining the plant, will accommodate 100,000 animals, and when the ranging season is over, stock will be shipped to Denver and fed at the lots under expert advice, control and regulation.

ABINGDON, ILL.—Cattle shipped in a grain car died from poisoning, presumably from poison which had been shipped in the car before being tendered to cattle shipments. No trace of the car previous to the shipping of cattle could be found at the offices of the C. B. & Q., the last records having it that the car went to Beardstown with general merchandise.

KANSAS CITY, MO.—The Kimball Milling Co., located at Rosedale, has been reorganized as the Rosedale Milling Co., with a capital stock of \$100,000. O. L. Bauer, present sales manager, will probably become pres. to succeed W. W. Marshall, who will retire. The plant has a grinding capacity of 400 bbls. of flour daily and one section grinds corn into corn meal.

SIXTY pigs were experimented with to decide the success of a process of using skim milk in feed. K. L. Hatch of the Wisconsin College of Agriculture fed the pigs and succeeded in feeding them up to a 200-pound weight with good health. The skim milk is put into a condensery and a five to one condensation is secured. The skim milk is then mixed with absorbent alfalfa meal and wheat middlings, and when entirely absorbed they are dried in an air current and sacked. Skim milk has heretofore been wasted.

### New Kansas Feedingstuffs Law.

The Kansas milling industry has been given a new birth of freedom under the new feedingstuffs law, drawn up by A. L. Scott, pres. Pittsburg Elevator Co., Pittsburg, Kan., and passed by the Kansas legislature after introduction by Senator Vincent. The old law, in effect 10 years, is repealed.

The new bill transfers the administration of the commercial feedingstuffs law from the Manhattan Agricultural College to the State Board of Agriculture at Topeka, Kan. The sale of ground, unmixed grain is not taxed, but all other feeds are taxed 10 cents per ton, with no charge for registration, while poultry feeds, sold in small packages, are not taxed, but have a registration fee of \$1.00 per brand.

The original feedingstuffs law was drawn up by professors of the Agricultural College at Manhattan and gave control of the entire feedingstuffs industry into the hands of a few theoretic professors who had no practical knowledge of trade. Under the regime of that law, the great flour milling industry was forced onto a feed basis and production of high-grade flour was thrown into the limbo by feed inspectors and professional law enforcers.

The law itself was bad enough, but the har-



assing of mill owners and operators by the narrow-minded rulings of the Feed Control Section called for a change in the law and Mr. Scott worked for eight years to better the conditions.

How he has succeeded is shown in the following provisions of the new law:

All taxes on feeds consisting of entire grains of corn, wheat, rye, barley, oats, etc., not mixed with other commodities, are repealed. The old law imposed a stamp tax on poultry feed, amounting to ten to fifteen times the registration fee on wheat products, and costing considerable time and money to affix the stamps. The new bill provides an annual registration fee of \$1.00 for each brand of poultry feed. As drafted the new bill called for a tax of  $\frac{1}{2}$  cent per ton on mixed feeds, but the legislature changed it to 10 cents per ton. The new bill allows the State Board of Agriculture to have, by person or deputy, free access to all buildings, mills, etc., yet the inspector or agent must, before entering, make application to owner of mill or building. This will prevent sneaking, back-door inspections which were in vogue under the old law.

The State Board of Agriculture is given full power to enforce lawful intent of all provisions of the law. The new bill makes sworn certificates of the analyst prima facie evidence in cases of prosecution, but does not make the sworn certificate of the inspectors prima facie evidence as was the case under the old law. Under the new law, if a man is prosecuted for violation of any section, the inspector who gathered the evidence must face the accused where he can be cross-examined. The old law allowed the inspector to make a sworn certificate which was accepted as prima facie evidence.

Other states laboring under similar laws passed by the bureaucratic element of the legislature will do well to follow the example of Mr. Scott in obtaining the repeal of unjust laws and the substitution of fair regulations.

## Willamette Valley Dealers Meeting.

The annual meeting of the Willamette Valley Grain Dealers Ass'n was held at the Albany Hotel, Albany, Ore., Mar. 21, with about 30 members in attendance.

The question of price protection for the country feed dealers was taken up and thoroly discussed in connection with the question of what constituted a feed dealer. A com'tee consisting of C. B. Buchanan, Hillsboro; A. Koontz, Halsey; and W. Campbell, Corvallis, was appointed to settle any differences which may arise during the grain buying season between Portland grain men and Valley dealers.

Another com'tee consisting of W. P. Lord, Eugene; R. Thurston, Newberg; and R. Steelhammer, was appointed to adjust any differences arising between Portland and Valley feed dealers from time to time.

## Addition to Fort William Elevator.

N. M. Paterson is one of the most enterprising of the grain dealers at the Canadian Head of the Lakes. When anything is needed he sees that it is provided. His latest improvement is the addition of 650,000 bus. of storage to Elevator "O" at Fort William, Ont.

As shown in the engraving herewith the new storage consists of 22 tanks and 21 interstice bins, of reinforced concrete. A tower has been built which contains one marine leg, one elevator leg, scales, garner, distributor and shipping spout, making the total capacity of Elevator "O" approximately 1,300,000 bus. The addition was designed and erected by the Fegles Construction Co.

The original workhouse of Elevator "O" contains two shipping spouts, eight elevator legs and one marine leg for unloading two small vessels which N. M. Paterson & Co. have plying between terminal elevators of Port Arthur and Fort William. The names of these two vessels are Str. Mary H. Boyce, capacity 30,000 bushels, and Str. Jas. P. Donaldson, capacity 22,000 bushels.

## "The Right to Work."

The State of Utah has enacted a law which is known as "The Right to Work Act," and which is certainly carrying the idea of human independence into legislation. Over the strongest kind of opposition the following bill was passed and signed by the Governor of the State:

Section 1. It shall be unlawful for any person or persons acting singly or jointly with another or others, by means of any kind of force, threats, coercion, intimidation or violence, to cause or induce or to attempt to cause or induce, any person engaged in a lawful occupation to quit such employment, or to refuse or to decline to accept or begin, a lawful employment.

Sec. 2. Any person violating any of the provisions of this act shall be guilty of a misdemeanor and upon conviction thereof shall be punished by a fine in any sum less than three hundred dollars (\$300) or by imprisonment in the county jail not exceeding six months (6) or by both.

Sec. 3. This act shall take effect upon approval.

Is this the beginning of a movement among the states to preserve at least a shred of the constitutional privileges of the worker, most of which have been disappearing during the past ten years? The right to work is the right to live.—National Founders Ass'n.

## Chattel Mortgage Held Valid.

A tenant farmer near Herman, Minn., delivered to the Cargill Elevator Co., at its elevator at that place, 300 bus. of oats on which the First National Bank of Herman held a mortgage on the tenant's interest.

Threshing was finished Aug. 1. His share was put in a bin when threshed; the landlord's share in another bin. He hauled four loads to the defendant's elevator, one each on August 2, 3, 4 and 9. There was direct evidence that the load of August 3 was taken from his bin on the farm. There was a possibility, but no evidence, that the other three loads were not. It was a fair inference for the jury, tho there was no direct evidence that they were. The evidence is as convincing as in First National Bank v. St. Anthony & D. Elevator Co., 103 Minn. 82, 114 N. W. 265, where it was held sufficient.

The Supreme Court of Minnesota in a decision given Feb. 16, 1923, deciding against the elevator company, also held the description in the mortgage sufficient.

The mortgage described the grain as follows:

"The undivided two-thirds of all small grain raised on north half of section 3—127—44, town of Logan, during crop year of 1921, belonging to me, all hay and all corn, subject to cash rental."

The mortgage described the mortgagor as "of Logan township of Grant County, and state of Minnesota." The property was described as "the following described property now in my possession in the town, county and state aforesaid."—192 N. W. Rep. 111.

## Plan National Marketing Agency.

Representatives of organized wheat growers of eleven states met at Wichita, Kan., Mar. 28, and perfected plans for the final organization of a national marketing system. The plan is now ready to be voted upon by the eleven state organizations, all of whom are expected to join.

No provisions were made for national headquarters or national officers, but both will be selected soon. Minneapolis is expected to be headquarters. The plans call for the handling of this year's crop.

A com'tee of three men, Geo. Duis, North Dakota, W. H. McGreevy, Oklahoma, and G. C. Jewett, Oregon, will attend a conference of representatives of the U. S. Grain Growers, Inc., at Kansas City in the near future.

In other words the promoters are cooking up a new scheme to get control of the producers grain. Has he no confidence in his own marketing ability?

## Loadings of Freight.

Loading of revenue freight for the week ended Mar. 24 totaled 917,036 cars, reports the American Railway Ass'n, an increase of 12,750 cars over the total of 904,286 cars for the week ended Mar. 17. The total was an increase of 79,795 over the total of the corresponding week in 1922 and was 230,469 cars more than were loaded the corresponding week in 1921.

Grain and grain products totaled 39,383 cars for the same week, an increase of 1,719 cars over the total for the corresponding week in 1922.

On Mar. 15, there were 212,553 freight cars in bad order, representing 9.3 per cent of the total cars in service. This was a decrease of 2,999 from the total in need of repairs Mar. 1. The bad order cars on Mar. 15 represent a new low record since January 15, 1921. Cars requiring light repairs totaled 55,824, a reduction of 3,915 since Mar. 1, while those up for complete overhauling amounted to 156,729, an increase of 916 since Mar. 1.

## Folly of Higher Taxes.

"There is no point in maintaining high rates of taxation which do not produce revenue, and there is no doubt that the high income tax rates still in effect are gradually defeating their own purpose and creating artificial conditions that hamper business and industry and reduce the volume of income subject to taxation."—Andrew Mellon, Sec'y of the Treasury.

A theory has been evolved that if great sums can be raised by voluntary taxation, for that in substance is what war taxes amount to, they merely indicate the possibilities of future exploitation of the commercial classes. There are clear signs of a movement to plunder taxpayers, based on a cry that the public needs money, and evidently it is there if only it can be gotten at.—Geo. S. Munford, Boston.



Elevator "O," Working House, and New Storage Annex of N. M. Paterson & Co., at Fort William, Ont.



## Grain Carriers

THE Southern Railway has ordered 6,135 box cars and 2,000 coal cars.

THE Boston & Maine railroad will purchase 1,500 box cars and 10 Santa Fe freight engines.

THE reduction of freight rates on grain and grain products, ordered Feb. 21 by the Louisiana Public Service Commission, went into effect the latter part of March.

BUFFALO, N. Y.—The steamer Hemlock was the only loaded grain boat left in the harbor on Mar. 29. It contains 248,000 bus. A good grain movement is expected in the spring.—B.

THE St. Louis, El Reno & Western Railway has been authorized by the Interstate Commerce Commission to abandon its lines in Logan, Oklahoma and Canadian counties in Oklahoma.

THE Texas Railroad Commission held a meeting in connection with the special committee appointed at Fort Worth, Mar. 9, to discuss the proposed changes in rates as applied for by Texas carriers.

DES MOINES, IA.—The long and short haul act, enacted by the Iowa legislature, gives railroads permission to quote rates between two points as low as those quoted by roads of the shortest haul.—J.

A FULL FARM CREW bill requiring at least one farm hand for each forty acres has been introduced in the Minnesota legislature as a satire on the full crew bill (railroad train) which recently was defeated.

DETROIT won its case before the Interstate Commerce Commission that it was being discriminated against in favor of Toledo. All discriminations in regard to switching charges and other rates will be removed.

THE Pennsylvania Railroad embargo, requiring permits to cover shipments of all grain for export to Baltimore, has been modified so as to apply only on oats. Other grains can be moved in the usual manner.

THE consolidation of the C. P. & St. L. with the Rock Island, as means to keep the former road in operation has been advocated by Herbert Tuohy, traffic commissioner of the Springfield Chamber of Commerce.

A BARGE line to operate between the Northwest, St. Louis and the Gulf of Mexico will be put into operation on the Mississippi River by the Government if it can obtain assurance of shippers to co-operate and make the project self-supporting.

BUFFALO, N. Y.—The Canal Transits Corp. has been organized with a capital of \$30,000 to operate on the New York State Barge Canal. Directors are E. G. Wilson, E. E. Trombley, Robert Hatten, G. B. Townsend and E. M. Standish.—B.

FINAL arguments of the petition of western railroads to have rates on corn, oats, barley and all grains other than wheat fixed at the same level as wheat were heard by the Interstate Commerce Commission. Decisions will be given in a few weeks.

THE Northern Pacific filed an application with the Interstate Commerce Commission to build a 30-mile branch in Rosebud county, Montana. The Arkansas Short Line Railroad also filed application to build a 32-mile line from McDonald to McCormick, Ark.

MONTREAL, QUE.—The Royal Commission held a hearing Mar. 12 to 16, on the charge of grain shippers that there is a combine among lake shippers to keep up grain rates. A. A. Wright, for years managing director of the St. Lawrence & Chicago Transportation Co., expressed the opinion that no definite fixed rate had ever been enforced among ship owners. It had been tried out, but had proven a failure.

DIXON, ILL.—Shippers of grain on the Sterling, Dixon & Eastern Electric Railroad will appeal to the Illinois Commerce Commission for relief from a bill by the Amboy National Bank, under which the sheriff seized the line.

RAILROAD tariffs restricting the application of flat rates on grain from Chicago and Peoria to points in Texas when routed thru Iowa to the Rock Island and Santa Fe railroads were suspended until Aug. 3 by the Interstate Commerce Commission. They were to have gone into effect April 5.

BUFFALO, N. Y.—Papers have been filed to transfer the suit of the Pioneer Steamship Co., the Eastern Steamship Co., the Kinsman Transit Co., and the Cleveland Cliffs Transit Co. v. the Armour Grain Co. for \$350,000 demurrage fees, from the Supreme Court to the United States Circuit Court.—B.

THE Interstate Commerce Commission in I. & S. No. 1709 found the proposed restriction of the number of inbound freight bills to be accepted on single outbound shipments of grain and grain products from transit points to be justified and ordered the suspension to be vacated on the St. Louis-San Francisco railroad.

SIOUX CITY, IA.—The Great Northern Ry. has granted transit privileges on corn, oats and barley originating from Crooks to Foley, S. D., a distance of 103 miles. The privilege heretofore was merely the right to convert grain consignments into mill products. The new privilege allows cleaning, grading and mixing grain shipments.—J.

THE Interstate Commerce Commission awarded the Lake Charles Rice Milling Co., Lake Charles, La., additional reparation against the Louisiana Western Railroad Co. on 69 I. C. C. 508. The defendants failure to accord back-haul service on rice from producing points in Louisiana to interstate and foreign destinations, milled in transit in Louisiana, was unreasonable under specified conditions.

THE INCREASED rates on grain which were to have become effective Nov. 25, 1922, but under suspension have been ordered canceled before Apr. 24 by the Interstate Commerce Commission in a report on I. & S. No. 1695. The rates would have applied from points in Colorado, Nebraska, Kansas, Oklahoma, Texas and southern Missouri, to Memphis and New Orleans and other Mississippi River crossings.

THE proposed exception to southern classification which would make class or commodity rates on cottonseed-hull fiber applicable to "fiber or shavings secured from cotton seed after first cut of linters has been obtained" and provision to like effect with respect to rate from points in Mississippi to Hopewell, Va., were found not justified by the Interstate Commerce Commission in I. & S. Docket No. 1660. The suspended schedules were ordered canceled.

ICE in Duluth harbor measured 24 to 26 inches in thickness on Mar. 31. This is five inches thicker than normal for this time of the year. In the lake the ice is from 1 to 12 inches thick and a solid field of ice extends from Duluth six miles down the north shore and ten miles or more down the south shore. Authorities agree that there is much less ice in Lake Superior than is usual at this time of the year and that continued northeast winds would jam the west end of Lake Superior full of ice.

KANSAS CITY, MO.—The Interstate Commerce Commission heard a complaint recently brot by the Larabee Flour Mills Corp. against a railroad during Federal control. Three 80,000-lb. capacity cars were ordered and railroad delivered six 50,000-lb. refrigerator cars. The tariffs require that where two cars compose a shipment, the first car should be loaded to capacity and the second, used as a trailer, should take the rest of the load. As the cars were old, the agent of the railroad asked that the shipment be divided equally among all six cars, following which the railroad refused to allow the milling company carload rates on the shipment. About \$900 is involved.

AT AN inquiry of the Royal Commission at Toronto, Ont., Can., March 21, J. C. Murray, buyer for the Quaker Oats Co., Chicago, testified that congestion of grain transportation on the Great Lakes and at Montreal could have been avoided by proper supervision. The congestion caused advances in lake rates so that his company had to resort to rail transportation.

MINNEAPOLIS, MINN.—The first of a series of hearings was held here in April before the Interstate Commerce Commission examiner, F. M. Weaver, to consider the enforcement of the Jones merchant marine act of 1920, which bars foreign vessels from engaging in traffic between ports in the United States. Testimony heard showed that with but a single American steamship line in the field, traffic was seriously congested at various ports, and permission is asked for Canadian lines to operate in competition.

THE Orient will have its first grain elevator if plans of the South Manchurian Railway go thru. The company intends to build at Dairen, Manchuria, an elevator to cost 4,000,000 yen (\$2,000,000) and have a capacity of about 3,250,000 bus. Beans will be the main commodity handled thru it, but other grain will also receive attention. Increasing trade between Vancouver, B. C., and Dairen is reported to be the cause of the erection which will replace handling of grain by sacks.

## Canadian Government Loses on Railroads.

Operation of the Canadian railways by the government has resulted in a net deficit of \$60,251,845 for the year 1922. Improvements on the railroad during the same time amounted to only \$12,410,433.03.

To meet the deficits and other expenditures during the fiscal year ending Mar. 31, 1924, Acting Minister of Railways Geo. P. Graham has asked the Canadian Parliament to vote from the treasury \$73,189,015.

The deficit in 1921 was \$72,662,278.16, when \$97,220,000 was voted by the Parliament for use during the year ending Mar. 31, 1923.

The fallacy of government operation of railroads was never better illustrated than by the annual report of the Canadian National Railways, and as long as the government continues operation, taxpayers will be called upon to shoulder the enormous deficit at the end of each year. No government ever attempted to serve in any capacity that it did not greatly increase the cost and reduce the value of the service.

## Diversion and Reconsignment Rule Modified.

At a conference held Mar. 13 at Chicago, the Diversion and Reconsignment com'tee of railroads modified the diversion and reconsignment rules so that the proposed Rule 16, "Order-Notify" Shipments Held for Surrender of B/L at Destination, states that shipments covered by "Order" of "Order-Notify" Bs/L, placed on tracks and held only for surrender of B/L and necessitating subsequent movement of the car to place of delivery, shall have a charge of \$6.30 per car made if B/L is not surrendered to local freight agent or other authorized representative at destination direct by consignee or owner, in time to permit instructions to move the car to be given yard employees prior to the expiration of 24 hours after the first 7, after the day on which notice of arrival is sent or given to the consignee or party entitled to receive same.

The original proposed rule would have made a charge of \$2.70 for the first 24 hours after the first 7:00 a. m. following notification. Under the new rule the first 24 hours will be free time and thereafter a charge of \$6.30 will be made.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Blytheville, Ark.—J. W. Adams and J. H. Webb have purchased the Sheppard Grain Co. The name of the firm has been changed to the Blytheville Feed & Coal Co.

Fayetteville, Ark.—The Arkansas Cereal Products Co. recently incorporated, capital stock, \$20,000, has purchased the site of the White Mill and construction of a new building will begin at once.

## CALIFORNIA

El Monte, Cal.—C. C. Stafford, grain and hay dealer, is adding a complete grain mill.

Downey, Cal.—The Downey Grain Co.'s warehouse was slightly damaged by fire Mar. 29.

Lankershim, Cal.—H. D. Clarke, former proprietor of the Lankershim Grain Co., is now associated with the Lankershim Mfg. Co., a new concern.

San Francisco, Cal.—The Stephens-Smith Grain Co. has been dissolved, owing to a breakdown in health of two of the partners. The E. L. Smith Grain Co. has been incorporated.

Chico, Cal.—The Northern Star Milling Co. has been reorganized. The company is now capitalized at \$50,000 and has I. Moss, L. Blumenthal and B. K. Russell on the board of directors. M. Blum & Co. were formerly proprietors.—M.

## CANADA

Vancouver, B. C.—Work is progressing on the 750,000 bu. elvtr. of Woodward & Co. They hope to have the elvtr. ready to handle this year's crop.

Montreal, Que.—The harbor commissioners will begin building the first 2,500,000-bu. unit of Elvtr. No. 3 early this spring. Bids are now being submitted.

Toronto, Ont.—The Stock Exchange has announced that the brokerage firm of Tomeson, Forward & Co. has assigned. The firm was also a member of the Chicago Board of Trade. Assets and liabilities are unknown.

Port Arthur, Ont.—The contracts for the superstructures of the elvtrs. to be erected for the N. Bawlf Grain Co. and the James Stewart Corporation have not yet been awarded.

## COLORADO

Denver, Colo.—The Summit Grain Co. is building an office adjoining its elvtr.

Ordway, Colo.—The Farmers' Elvtr., owned by the Atwood-Larson Co. of Minneapolis, burned Mar. 30.

## IDAHO

Pocatello, Ida.—The Northern Grain & Warehouse Co. of Portland, Ore., has been incorporated, also under the laws of Idaho, with \$1,200,000 capital stock.

Burley, Ida.—Work has been started on enlarging the capacity of the Burley Flour Mill to twice its present capacity of 330 bbls. The machinery has been on the grounds for some time.

Cambridge, Ida.—The Salubria Valley Milling Co. has filed complaint against the Adams County Light & Power Co. The milling company wants the commission to order the power company to augment its plant by the construction of another generating unit or the purchase of additional power from the Idaho Power Co. The milling company has not been operating since its mill was burned last December, but contemplates rebuilding and wants assurance of sufficient power before going ahead with the construction work.

McCammon, Ida.—Moench Bros. have taken over the Rose of Idaho mill. They are remodeling and re-equipping the building. They plan to do some more repairing this summer.

Montpelier, Ida.—The Miles Milling & Elvtr. Co. has plans for the erection of a milling plant. Work will begin immediately. The building will be 4 stories high, 30x40 ft., and will be of reinforced concrete. The machinery and other equipment of the Miles mill near the canyon will be installed, in addition to a great deal of new machinery. A two story warehouse 30x30 ft. will be erected west of the main building. Both buildings will be fireproof.

## ILLINOIS

Glasford, Ill.—Lightbody & Sons elvtr. burned recently.

Paris, Ill.—The Paris Grain Co. is out of business.

Adrian, Ill.—The Adrian Elvtr. Co. is installing cases.

Elmwood, Ill.—The Farmers Elvtr. Co. was robbed recently.

Decatur, Ill.—Steven Grain Co. has succeeded Steven & Durbin.

Weldon, Ill.—The Weldon Grain Co. is tearing down its old west elvtr.

Warrensburg, Ill.—J. F. Beall will build a new elvtr. here in place of the one he now operates.

Rushville, Ill.—Elijah Needham has been re-elected mgr. of the Farmers Grain & Live Stock Co.

Alworth (Winnebago p. o.), Ill.—Mail addressed to L. N. Bowman is returned marked "removed."

London Mills, Ill.—The London Mills Farmers Co-op. Elvtr. Co. will remodel its grain elvtr. and install new machinery.

Chandlerville, Ill.—The clover, alfalfa and seed wheat stolen from the Chandlerville Co-op. Grain Co. has been recovered.

Panola, Ill.—The El Paso Elvtr. Co. will add a 30,000-bu. oat storage to the present plant. Ballinger Construction Co. has the contract.

New members of the Illinois Grain Dealers Ass'n are: Girard Elvtr. Co., Girard, Ill.; A. G. Shelby, mgr. E. G. Coon Grain Co., Block (Sidney p. o.), Ill.

Bentley, Ill.—The Bentley Farmers Grain Co. held a meeting and voted to dissolve the company and reorganize it in order to provide funds to function properly.

Springfield, Ill.—House Bills 471 and 472, introduced and referred to the Com'te on Judiciary Mar. 28, makes several changes in the Workmen's Compensation Act.

Hudson, Ill.—The Hudson Grain & Coal Co. will remodel and make extensive repairs on its plant, including a new foundation. Ballinger Construction Co. is doing the work.

Cairo, Ill.—The Cairo Elvtr., owned by the Illinois Central, will not be torn down, as reported in this column Jan. 25, but it will be repaired and a new foundation will be built.

Springfield, Ill.—Senate Bill No. 106, to reduce the members of the Illinois Commerce Commission from seven to five members, is now before the Com'te on Public Utilities and Transportation.

Niantic, Ill.—J. F. Beall is conducting the elvtr. which he bot from the Lewis-Frederick Co., until his son-in-law, Homer Lyman, who is running Mr. Beall's elvtr. at Warrensburg, can assume charge.

Marion, Ill.—The "not guilty" verdicts of the juries in the Herrin trials for the slaughter of 23 miners who shot the great state of Illinois would protect them in their right to work suggests the enactment of the Utah law, entitled "The Right to Work" by Illinois. It is published elsewhere in this number. Send a copy to your representatives in the state legislature.

Glasford, Ill.—We have taken over the entire business of the Farmers Lbr. & Grain Co. and will continue under the same name and capital for the present.—Chas. Addy, Farmers Lbr. & Grain Co.

Springfield, Ill.—Senate Bill No. 91 provides that any voluntary ass'n of seven or more members may sue and be sued in the name of the ass'n. The bill was referred to the Com'te on Judiciary Mar. 29.

Argyle, Ill.—We are wrecking the old elvtr., which has not been in use for some time, but we are still operating the new elvtr. We are erecting a grinding mill in place of the old elvtr.—Ralston Bros.

Quincy, Ill.—The Quincy Warehouse Co. has increased its capital stock from \$2,500 to \$50,000. The company takes in the plant of the United Cereal Mills. A. M. Alexander is receiver for the United Cereal Mills.

Springfield, Ill.—Senate Bill No. 85 by Kesinger to impose a tax of 1/2 of a cent on each bushel of grain contracted for future delivery was referred to the Com'te on Agriculture, Live Stock and Dairying on Mar. 29.

Springfield, Ill.—The Peoria Grain & Barging Co. is planning to build elvtrs. along the Illinois river and will operate a regular schedule of river traffic for livestock. One of the elvtrs. will be built at the LaGrange locks in Brown county.

Wing, Ill.—The elvtr. of the Inland Grain Co., of Galesburg, known locally as J. H. Wright & Co., which burned last July, will be rebuilt. A working house and additional storage space will be added to the 40,000-bu. tanks now located there.

Springfield, Ill.—House Bill 446, before the Judiciary Com'te on Mar. 27, makes lawful certain organizations of laborers and employees. It provides that such organizations shall not be construed as combinations in restraint of trade, and limits the issuing of injunctions in certain cases.

Broadwell, Ill.—Isaac Eisiminger will continue as mgr. of the elvtr. we bot from Fred Maurer recently. Mr. Prather lives in Williamsville, and he is a partner with Mr. Groves in the ownership of three other elvtrs. Mr. Hill lives in Springfield, and is now mgr. of the Springfield Elvtr. Milling Co.—Prather & Hill.

Springfield, Ill.—House Bill 432, introduced Mar. 27 and referred to Com'te on Judiciary, amends Sec. 8 of an act to regulate the consignment and sale or commission of farm produce. It repeals an act now in effect and provides that fines collected for violation be remitted to the Department of Agriculture.

Springfield, Ill.—Senate Resolution 41, offered Mar. 13 and referred to the Com'te on Insurance, recommends that a com'te of five be appointed to make full investigation of fire and casualty insurance, methods of payment of claims arising out of the Workmen's Compensation Law and the insurance statutes, for the purpose of revision and simplification.

Mattoon, Ill.—The J. A. Ashbrook Elvtr. & Milling Co. contemplates extensive repairs and additions to the plant, about \$30,000 to be spent on the improvements. Necessary equipment for generating the electrical power needed in operating the plant will be the main improvement. They also plan to install two generators, one of 200 h.p. and the other 100 h.p., the electrical power generated to be used to operate the plant and for lighting purposes.

Springfield, Ill.—House Bill No. 493 would impose a tax on natural resources as follows: coal, 8 cents per ton; limestone, 2 cents per ton; commercial stone, sand and gravel, 1 cent per ton; shale, clay, ganister and Tripoli, 5 cents per ton; silica, 15 cents per ton; fluor-spar, 50 cents per ton; crude petroleum oil, 5 cents per barrel; natural gas gasoline, 15 cents per barrel; natural gas, 3 cents per 10,000 cubic feet. Introduced by Representative Johnson on Mar. 29 and referred to the Com'te on Revenue.

## CHICAGO NOTES.

The J. J. Badenoch Co. is installing a No. 10 Invincible Oat Clipper.

The finance com'te of the Board of Trade has set the rate of interest for April at 5 1/2 per cent on Bs/L advances.

J. H. Norris, formerly representing J. C. Shaffer Grain Co. at Hoopeston, Ill., is now in charge of the future trading department of the company at Chicago. He has been succeeded at Hoopeston by Edward Goldesberry.



The following memberships in the board of trade have recently been transferred: David G. Owen, W. S. Humphrey, F. F. Bullen, Wm. G. Dilts, P. F. Donahue, W. A. Daniel, Edw. Tilden, Est. of Jno. A. Costello, Wm. B. Anderson. The following have recently been admitted to membership in the board of trade: Mark C. Losch of Omaha, Neb., John B. Stouten, sec'y-treas. of the Lewis Grain Corporation, Buffalo, N. Y., Ernst H. Wichelman, Davenport, Ia., Thad L. Hoffman, vice-pres. the Kansas Flour Mills Co., Kansas City, Mo., Paul Van Leunen of Van Leunen, Reynolds & Co., Cincinnati, O., L. L. Dreyfus and C. L. Dreyfus of Louis Dreyfus & Co., New York City, Howard E. Colgan and Edmund C. Coultry of Chicago.

## INDIANA

Windfall, Ind.—C. C. Ricker of Hobbs has accepted a position with the Farmers Grain & Supply Co.

Bargersville, Ind.—We are successors to the Amo Mill & Elevtr. Co.—A. H. Parkhurst, ass't mgr. Bargersville Grain Co.

Fort Wayne, Ind.—E. C. Andrews, Jr. has resigned as mgr. of the Mayflower Mills, operating an elvtr. in connection.

Walton, Ind.—The Urmston Elevtr. Co. will be operating soon, as the rebuilding of the boiler foundation is nearly completed.

Fountain City, Ind.—W. E. Muff of Summer-ville, O., bot the elvtr. of the Farmers National Grain Ass'n, thru the Dickinson Trust Co., at bankrupt sale.

Kitchel, Ind.—The elvtr. of the Farmers National Grain Ass'n was bot at bankruptcy sale by R. A. Campbell of Richmond, thru the Dickinson Trust Co.

Bicknell, Ind.—Oscar Barr, proprietor of the O. L. Barr Grain Co., broke his leg when three 100-lb. sacks of feed toppled from a pile and fell against his leg.—C.

Portland, Ind.—John Magill, born in Preble county, Ohio, Mar. 16, 1835, died recently. He is survived by his wife, two daughters, two sons and four grandchildren.

Witts (Kitchell p. o.), Ind.—The elvtr. of the Farmers National Grain Ass'n, which property was in bankruptcy, was bot by R. A. Campbell of Richmond, thru the Dickinson Trust Co.

Pike (Lebanon p. o.), Ind.—The elvtr. of Wm. B. Foresman & Co. was destroyed by fire Mar. 26. Defective wire was believed to have been the cause. Total loss, with \$22,000 insurance.

New Waverly, Ind.—The New Waverly Elevtr. is successor to both the Farmers Elevtr. Co. and the New Waverly Equity. There is only one elvtr. here.—Burke Chester, New Waverly Elevtr.

Evansville, Ind.—Igleheart Bros. are building a new concrete elvtr. at their mill that will be completed in time for the receiving of new wheat in July. The elvtr. will have a capacity of about 100,000 bus.

Rosston (Zionsville p. o.), Ind.—The Rosston Grain & Lumber Co. is the name under which Baxter McBane is operating the elvtr. formerly owned by Moore Bros. Baxter McBane is pres. and O. O. Smith, sec'y and treas.

Boston, Ind.—The elvtr. of the Farmers National Grain Ass'n was bot by R. A. Campbell of Richmond at bankruptcy sale thru the Dickinson Trust Co. The elvtr. was then resold to Darrell Swisher of Campbelltown, O.

Delphi, Ind.—C. M. Kerlin recently bot the elvtr. owned by Whiteman Bros. & Co. Mr. Kerlin and his father owned and operated this elvtr. for 25 years previous to 1919, at which time they sold to Whiteman Bros. The sale was made by Claybaugh & McComas.

Mt. Ayr, Ind.—The elvtr. here formerly owned by the Farmers Co-op. Co., which went into receivership a year ago, was sold recently and will open for business as soon as necessary repairs are made. The company will be known as the Mount Ayr Grain Co., not inc. The elvtr. has a capacity of 70,000 bus. J. T. Martin, Foster B. Brunton, Chas. Shriver, Benjamin Wooley and Clarence Blankenbaker are the owners.—F. M. Coovert, Mount Ayr Grain Co.

## IOWA

Tama, Ia.—J. L. Bracken, grain dealer and pres. of the First National Bank, died recently.

Bedford, Ia.—Clark Thompson has purchased the flour mill from R. L. Whittington and will remodel it at once.

Haverhill, Ia.—The Farmers Co-op. Exchange Co., incorporated. Martin Kunkel, pres., and A. H. Stalzer, sec'y.

Northwood, Ia.—Nelson T. Dye, formerly in the grain business here, died recently at his home in Monrovia, Cal.

Jefferson, Ia.—The small elvtr. of the Armour Grain Co., Chicago, has been purchased by the Quaker Oats Co., Chicago.

Thornton, Ia.—Theodore Long has been elected mgr. of the Farmers Inc. Co-op. Society. W. V. Craspey was former mgr.

Sioux City, Ia.—L. L. Ness is out of business.

Anderson, Ia.—The elvtr. operated by W. F. Otte was damaged by fire recently.

Des Moines, Ia.—The Falcon Milling Co. will erect 5 modern storage grain tanks at the mill. The contract has not yet been awarded.

Grinnell, Ia.—The Farmers Elevtr. Co. has bot the truck and equipment of M. G. Fry, who formerly operated a flour and feed store.

Hamburg, Ia.—E. B. Wingate has succeeded Frank Mead, who resigned as mgr. of the Farmers' Elevtr. to accept a similar position at Talmage, Neb.

Des Moines, Ia.—The bill, S.F. 302, providing for double damages for fire caused by the operation of a railway was lost in the House by a vote of 23 to 23.

Sibley, Ia.—L. B. Spracher Co. is installing a new feed grinding plant in connection with its grain elvtr. The equipment will include a 22-in. Unique Attrition Mill.

Boone, Ia.—Mrs. Arthur Knowlton, formerly Miss Flossie Eaton, mgr. of the Farmers Co-op. Elevtr. & Livestock Co., has resigned. Roy Bennett, former bookkeeper, is now acting as mgr.

Northwood, Ia.—The Farmers Co-op. Elevtr. Co. held a meeting recently for the purpose of discussing the advisability of again operating their property, the elvtr. now conducted by the Thomson Elevtr. Co.

Des Moines, Ia.—House File No. 668, for state licensed grain warehouses, has been reported with amendments and the amendments have been adopted by the House. The Senate com'te on agriculture has recommended its passage.

Jefferson, Ia.—Thru a consolidation of the business of the Farmers' Elevtr. Co. and the Farmers' Live Stock Shipping Ass'n, there is to be a change in management. Jack Carey of the Shipping Ass'n, succeeds Frank Miller, who is retiring.

Jewell, Ia.—C. E. Glaman recently bot out the interest of his partner, John O. Larson, in the grain and coal business here. They have been in partnership about a year and a half, having bot out Thos. Thompson. Mr. Glaman will conduct the business as formerly.

Lake City, Ia.—The J. B. Adams Grain Co. has let the contract to the Van Ness Construction Co. for the construction of a 40,000-bu. annex to its elvtr. The foundations will be concrete and will consist of six cribbed bins which will be covered with galvanized iron siding and asbestos roofing.

Des Moines, Ia.—Special order No. 4, House File No. 623, a bill to enlarge the powers of the board of railroad commissioners by conferring on it jurisdiction and control over the construction, maintenance, operation, service and rates of telephone companies, and to regulate the service and rates of the companies failed to pass the House on Mar. 27.

Davenport, Ia.—John S. Dow, who is treas. of the Davenport Elevtr. Co., Harry C. Hale of Shelby, and Wallace Lerigo of Moline now comprise the new firm of Dow, Hale & Lerigo, Inc., capital stock \$12,000. The company will engage in the general grain and seed business, and will sell flour and feed. Mr. Dow is pres., Mr. Hale, vice-pres., and Mr. Lerigo, sec. and treas.

## KANSAS

Piper, Kan.—The elvtr. operated by James Glenn burned Mar. 30.

Chanute, Kan.—The Farmers Mill & Elevtr. Co.'s plant burned Mar. 22. Loss, \$100,000.

Antelope, Kan.—The Larabee Flour Mills Corporation sustained a slight damage loss from a fire in its elevtr. recently.

Delia, Kan.—The Delia Farmers Union Co-op. Business Ass'n's elvtr. was damaged recently by a fire caused from an overheated exhaust pipe.

Winfield, Kan.—J. A. Commons has resigned as mgr. of the Winfield Flour Mills Co., a branch of the Consolidated Flour Mills Co.

Falun, Kan.—An unused elvtr. of the Western Star Mill Co. burned Mar. 21. Sparks from a passing locomotive is thot to be the cause.

Hutchinson, Kan.—C. W. Flood, former mgr. of the C. C. Smith Wholesale Grain Co. of Conway Springs, is now mgr. of the Smith-Flood Grain Co.

Valley Falls, Kan.—The Farmers Co-op. Grain & Merc. Co., incorporated, capital stock, \$11,000, by L. A. Reppert, W. J. Brose, W. E. Eagle and others.

Gaylord, Kan.—The Farmers' Union Elevtr. has been sold for \$7,325. Henry Dannberg, a representative of the company that will operate it, was the buyer.

Jetmore, Kan.—The mill and elvtr. of A. H. Ling burned recently. The fire was caused by a piece of iron going through the mill. Loss \$30,000; partly insured.

Hutchinson, Kan.—The Kelly Milling Co. has let contract for the construction of a warehouse. It will be a one story building 60x150 ft., of brick and concrete.

Conway Springs, Kan.—The C. C. Smith Wholesale Grain Co., has closed its office. I will move to Hutchinson to take charge of the Smith-Flood Grain Co.—C. W. Flood.

Abilene, Kan.—The Derby Grain Co. of Topeka has bot suit against the Geoffroy Grain Co., alleging that \$295.06 is due in connection with a wheat transaction in the summer of 1922.

Inman, Kan.—Robbers who pried the lock off of the vault of the Ennes Milling Co. and blew the safe of the Farmers Elevtr. Co. took ten 1,000 franc notes, worth about \$300, together with other things.

Larned, Kan.—The Associated Mill & Elevtr. Co.'s big terminal elvtr., which is in the course of construction remains unfinished. The Larned Business Men's Ass'n. is trying to find some way to finance its completion.

Zimmerdale (Hesston p. o.), Kan.—The Highland Local of the Kansas Wheat Growers' Ass'n. has plans to erect a 7,000 bu. grain elvtr. here. A stock company will be formed and incorporated. H. H. Glen, Pres. John Dudte, Sec'y.

Aurora, Kan.—Owing to dissatisfaction over the conduct of the affairs Aurora Grain & Coal Co. a meeting was held last month to consider the sale of the company's property. After discussion of the proposition, it was voted not to sell.

Wichita, Kan.—The Red Star Milling Co. will install an electric generating plant, following an order of the public utilities commission rejecting application of milling concerns to reduce charges for power furnished by the Kansas Gas & Electric Co.

Wellington, Kan.—The Farmers Elevtr. Co., incorporated, capital stock, \$10,000, by Edw. C. Peasel, Ed. S. Bobcock and A. B. Cann. E. M. Neale, mgr. writes, "We bot an elvtr. which is 10,000 bu. capacity, electrically equipped, iron clad, and on Rock Island railroad."

Dodge City, Kan.—An elvtr. and warehouse building for a general grain, feed and seed business is being built by W. F. Rhinehart and E. G. Rhinehart. The building will be brick and cost \$20,000. The elvtr. will be 3 stories and the warehouse one. Outside dimensions are 124x64-ft.

Dresden, Kan.—The C. E. Robinson Grain Co. of Salina has plans for the construction of a 15,000-bu. studded iron clad elvtr. using a 10 h.p. type "Z" engine, rope transmission to the head, V shape, high speed, non-chokable legs and manlift. The Star Engineering Co. has the contract.

Humboldt, Kan.—We have installed a ten-ton auto truck scale and are just beginning a general overhauling of the plant. We will install an auto truck dump, individual motors, putting on a new metal roof. We will be closed down for about six weeks while we are making the repairs.—Roy W. Cox.

Milo, Kan.—The Robinson Wyatt Grain Co. of Salina has let contract to the Star Engineering Co. for the construction of a 15,000-bu. studded, iron clad elvtr. Power will be furnished by a 10 h.p. F-M type "Z" engine with rope transmission to the head. Equipment also includes V shape, high speed, non-chokable legs and manlift.



Hopewell, Kan.—The Huff Grain Co. of Lewis is going to build a 13,000-bu. frame iron clad elvtr. The equipment will include a 10-ton wagon scale, 15 h.p. F-M type "Z" engine. Eureka Cleaner and a 5-bu. Richardson Automatic Scale, V shape, high speed non-chokable legs and manlift. The Star Engineering Co. has the contract.

Protection, Kan.—Ewbank & Co. have let contract for the construction of a 20,000-bu. frame, iron clad elvtr. to the Star Engineering Co. The contract includes a 14-ft. x 24-ft. two room office, a 1,000-bu. an hour Eureka Cleaner. Truck Dump, 5-bu. Richardson Automatic Scale, two 10 h.p. G. E. motors, V shape, high speed, non-chokable legs, and manlift.

Topeka, Kan.—The 26th annual meeting of the Kansas Grain Dealers Ass'n will be held here May 16 and 17. We have prepared no program as yet, but will have one of interest to all members. The Memorial Building has been secured for the meetings, and the Board of Trade is making arrangements to provide entertainment for the evening of the 16th, followed by a banquet on the 17th. Reduced fares will be arranged on all lines entering Topeka. —E. J. Smiley, sec'y.

Ashland, Kan.—George Johnston, mgr. of the Johnston Grain Co's. elvtr. drove over to Dodge City recently to transact some business and has not yet returned. No one knows of his whereabouts. A number of farmers stored wheat with him and were holding it for higher prices, and there is considerable uneasiness among them. It is stated that the money entrusted him for margins has been properly credited on the Board of Trade and that accounts there are apparently all right.—The Ashland Clipper.

Topeka, Kan.—Sec'y E. J. Smiley, who has been active in getting the new feed law enacted, says: As soon as this act is printed in the official state paper, which will be within the next thirty days, it will not be necessary for dealers who have been operating feed mills in their elvtrs. to make application for the registering of these several feeds mentioned, and they will be further relieved of the trouble and annoyance of tagging all sacks or lots of feeds sold to the consumer. Under the act manufacturers of poultry feed will register with the State Board of Agriculture instead of the Agricultural College at Manhattan, every brand of poultry feed offered, or held for sale or sold within the state. The registration fee for each brand will be only \$1.00 per year. The administration of this law will be by the Board of Agriculture instead of the Agricultural College, and we are very sure that Mr. Mohler, Secretary of Agriculture, in administering the act will not resort to the bureaucratic methods carried out by the Agricultural College at Manhattan.

## LOUISIANA

New Orleans, La.—Roscoe Rockwood now holds membership for Rockwood & Co. in the Chicago Board of Trade.

New Orleans, La.—We are indebted to H. S. Herring for a copy of the fortieth annual report of the New Orleans Board of Trade, for 1922, giving statistics, list of members and market reports.

New Orleans, La.—The Board of Commissioners of the Port of New Orleans has invited commercial interests of the Mississippi Valley to attend a conference in the Council Chamber of the City Hall, May 5, at 10 o'clock. A report will be submitted by the Board on the port facilities and the policies under which these facilities are being made available to the Mississippi Valley trade. The delegates in attendance will be tendered a sight-seeing trip to view the Inner Harbor-Navigation Canal Lock formal opening. The canal connects the Mississippi River with Lake Pontchartrain and was recently completed at a cost of \$20,000,000.

## MARYLAND

Baltimore, Md.—Ernst Schmeisser, a member of the Chamber of Commerce, died recently.

Baltimore, Md.—William Winchester, a member of the Chamber of Commerce, died recently.

Baltimore, Md.—Franklin H. Lewis, head of the Buckwheat, Feed & Grain Co., Produce Exchange, New York, has applied for membership in the Chamber of Commerce.

Baltimore, Md.—The Western Maryland Railway Co. is having elaborate headquarters constructed at its Port Covington Elvtr., for the grain weighers and grain inspectors on duty here, under the plans of Sup't. of Elvts., J. A. Peterson.

Baltimore, Md.—E. F. Richards, pres. of John T. Fahey & Co., Inc., has resigned as chairman of the Traffic Com'te of the local Chamber of Commerce, because he has assumed charge of the grain department of the Commercial Union of America, Inc., New York, and he will be away from this city most of the time.

## MICHIGAN

Grand Rapids, Mich.—Mail addressed to the Michigan Grain Co., is unclaimed.

Bellevue, Mich.—Geo. H. Garms has succeeded Glenn Owen, who is retiring because of ill health, as mgr. of the Bellevue Co-op. Elvtr.

Lansing, Mich.—Senate Bill No. 118, referred to in this column Mar. 25, has been enrolled and presented to the governor for signature.

Lansing, Mich.—S. B. 118, to amend the weights and measures law, referred to in this column Mar. 25, has been passed by the House.

Chesaning, Mich.—The Chesaning Farmers Elvtr. Co's. elvtr. was damaged about \$2,000 Mar. 24, by a fire which started in a fuse box, presumably from a short circuit.

West Branch, Mich.—The contract has been awarded and plans completed by Geo. J. Diebold for the erection of an elvtr. on the site now occupied by the small grain building.

Merrill, Mich.—The Merrill Farmers' Elvtr. Co. has filed a certificate of increased capitalization, from \$50,000 capital stock to \$10,000 in preferred shares and 50,000 shares of non-par value stock at \$1 a share.

Cassopolis, Mich.—The Central Farmers Co-op. building, owned by E. Lowitz, Chicago, burned recently. The building was valued at \$15,000 and was insured for \$1,500. The Central Co-op. organization's loss is \$8,000, of which \$4,000 was insured. It was not an elvtr.

## MINNESOTA

Belle Blaine, Minn.—The Peavey elvtr., owned by E. Geist, burned recently.

Myrtle, Minn.—The elvtr., flour storage plant and salt house of the Speltz Grain & Coal Co. burned recently. Loss, \$20,000.

St. Paul, Minn.—The house has passed a marketing bill providing for increasing the bonds of commission merchants from \$8,000 to \$25,000.

Crookston, Minn.—The Crookston Milling Co. has plans for the construction of a number of large grain tanks in connection with its mill and elvtr.

Montevideo, Minn.—The correct name of the company which is now operating the Farmers & Merchants Elvtr. is the Farmers Elvtr.. E. E. Lageson, prop.—E. E. Lageson.

St. Paul, Minn.—By the order of the district court of Ramsey County, dated Mar. 9, we were appointed receivers of the Equity Co-operative Exchange, to conduct and continue the business. We are having a general audit made of the books of account to ascertain the exact financial status as of Mar. 10. It is our plan to reorganize the management.—James Mahan and Geo. C. Lambert, Receivers.

Duluth, Minn.—Sec. 21 of the rules of the Board of Trade governing the cost of insurance on grain sold to go to or from elvtrs. and mills has been amended by a vote of the members, as follows: The buyer shall insure the grain or seeds to their full value against loss by fire from the time the property is delivered to him by the railway company, or to another at his request, until title has passed by payment. Delivery shall be deemed to have been made to the buyer by the railway company when cars have been placed at a point within 100 feet of the unloading elevator, mill, or other place at which the buyer shall direct that the property shall be unloaded. That in case of loss by fire of any grain or seeds at a time when insurance is carried by some one other than the actual owner, the proceeds of the insurance shall stand as security to the actual owner to the extent of the amount owing him for such grain or seeds, and the persons collecting such insurance shall hold in trust the amount due the actual owner, for the benefit of, and shall pay the same to the true owner thereof, as his interest shall appear.

Hadley, Minn.—E. W. Eaton, former mgr. of the Iona Farmers Elvtr. Co., which is now in the hands of a receiver, is now mgr. of the Hadley Farmers Elvtr. Co. He succeeds G. H. Chapman, who resigned.

Hampton, Minn.—The Farmers Co-op. Elvtr. Co. is putting in a new feed grinding plant in connection with its elvtr. The equipment will include a 24-in. Unique mill with two 20-h.p. motors, corn cob crusher, corn sheller, grain cleaner, and elevating and conveying machinery.

St. Paul, Minn.—The House of Representatives has passed a resolution calling for an investigation by the Railroad and Warehouse Commission of the Chamber of Commerce, and all other grain exchanges operating in Minnesota, particularly as to their methods and practices.

By a vote of 84 to 34, the Minnesota House of Representatives has passed a bill providing for the establishment and operation of a state owned elvtr. at Duluth. This calls for a constitutional amendment. No limit is named in the bill as to the amount of bonds that may be issued to finance the project.

## MINNEAPOLIS LETTER.

H. S. Beutner died recently. He was formerly associated with the Marfield Grain Co.

The Paramount Flour Mills have recently been completed. The United States Cereal Co. owns the mills.

The Minnesota Railroad and Warehouse Commission has announced that after Apr. 1 the fee for an official seal record and condition report will be reduced from 50 cents to 25 cents for each car of grain investigated.

I was employed for the past 8 years by the McCaull-Dinsmore Co. as private secretary, correspondent and stenographer, but severed my relations with that firm recently. I am now associated with Louis N. Ritten in the grain commission business, my duties being similar to those with my former employers and in addition I will act as traveling representative.—E. F. Huber. Mr. Huber was one of the prize winners in the membership contest of the Grain Dealers National Assn.

## MISSOURI

Conception, Mo.—The elvtr. of B. V. Kirby burned recently.

St. Joseph, Mo.—Mail addressed to the Yancey Grain Co. is undeliverable. The company is out of business.

St. Joseph, Mo.—C. L. Scholl, general mgr. of the A. J. Elvtr. Co. has been confined to his home by illness.

St. Louis, Mo.—A. J. Poorman of Fairfield, Ill., has applied for membership in the Merchants' Exchange.

California, Mo.—H. E. Kuhlmann, pres. of the Kuhlman & Meyer Milling Co., also operating an elvtr., died recently.

Bowling Green, Mo.—The elvtr. of the Farmers Equity Exchange was damaged by fire recently, due to defective electrical installation.

St. Louis, Mo.—Geo. Harsh and P. W. Harsh of Geo. Harsh & Co. are defendants in a suit for \$25,000, for a check which was dishonored.

Jefferson City, Mo.—The Cole County Farm Bureau contemplates a farmers' co-op. warehouse and elvtr. which will be capitalized at \$10,000.

Drexel, Mo.—Sterling I. Stewart, who sold the Drexel Elvtr. to the Farmers Elvtr., Mercantile & Mfg. Co., several years ago, is again owner of the elvtr. and will soon take possession.

St. Joseph, Mo.—Frazer L. Ford, pres. of the First National Bank, and treas. of the St. Joseph Grain Exchange, has been ill with pneumonia for several weeks, however, he is improving.

St. Louis, Mo.—L. F. Schultz, former vice-pres. of the Schultz & Niemeier Commission Co., succeeds the late C. L. Niemeier, as pres. and Treas. of the company. H. H. Beckman is now first vice-pres., C. H. A. Kilz, second vice-pres. and A. W. Schultz, sec'y.

Marceline, Mo.—F. W. Knott, mgr. of the Marceline Elvtr. Co. has resigned. Geo. E. Ketchum, an employee of the company is in charge, pending the appointment of a successor. The company is being re-organized and it will probably be several weeks before the new mgr. is named.



Carrollton, Mo.—The R. V. Seward Grain Co. has leased part of the building as an uptown office and display room, and Forrest Lentz, formerly in charge of the Seward elvtr. here, will be in charge of it.

St. Joseph, Mo.—W. T. Brooking was elected to membership in the Grain Exchange on transfer from J. H. Stallard. Mr. Brooking will manage the St. Joseph office of the Marshall Hall Grain Co. of St. Louis.

Jefferson City, Mo.—The Painter bill, defeated in the Missouri legislature and then resurrected and passed by the same legislature provides that all elvtrs. of 25,000-bus. or more capacity shall be registered as a public warehouse.

#### KANSAS CITY LETTER

Frank O. Everts is to be married to Miss Frances L. Orthwein of Louisiana, Mo., in the near future.

Henry H. Savage has applied for membership in the Board of Trade on transfer from E. E. Roehen, who died recently.

H. H. Savage, former mgr. of the Marshall Hall Grain Co.'s St. Joseph, Mo. office, is now connected with Wallingford Bros.

John Endelman, a brother of F. G. Endelman of the Western Grain Co., died Mar. 23 at Center, Colo. He is survived by his widow, two sons and two brothers.

Members of the Board of Trade defeated a proposed amendment to the constitution abolishing the present "to arrive" rule. The vote was 82 against revoking the rule and 63 for revocation.

Udpike Grain Corporation, Inc., which has headquarters at Omaha, Neb., has been incorporated under the laws of Missouri, by Nelson B. Udpike, Gorton Roth, Joy M. Hackler; capital stock, \$25,000.

I am now associated with the Hipple Grain Co., Inc., in the capacity of merchandiser. I severed connections with the Rosenbaum organization, just before Davis-Noland-Merrill took over that office.—Julian Scott.

E. F. Schreiber and C. T. Schrieber, directors of the Schreiber Flour & Cereal Co., have been sued for \$75,000 personal damages by William C. Heckert. Mr. Heckert was injured in an explosion which occurred in the company's feed mill.

The officers of the Kansas City Grain Club, recently elected, for the ensuing year are: Allen Logan, pres., B. C. Christopher, Jr., vice-pres., W. Fuller, sec'y, N. F. Nolan, Frank Theis, Roy Swenson, S. H. Miller, J. J. Kraetli, executive com'te. Mr. Logan succeeds Fred W. Lake.

Wallingford Bros., of Wichita, Kan., have purchased the grain business of the E. E. Roehen Grain Co. K. F. Roehen, who has been managing the business since his brother's death, has returned to his home at Wenatchee, Wash. Wallingford Bros. have been maintaining an office in Kansas City, and expect to broaden their activities.

#### MONTANA

Brockton, Mont.—The Farmers Elvtr. Co., is successor to the Equity Co-op. Ass'n.—Farmers Elvtr. Co.

Fort Benton, Mont.—The Greely Elvtr. Co. sustained a slight damage loss recently, from a fire caused by the chocking up of an elvtr. leg.

Big Sandy, Mont.—The Rocky Mountain elvtr. burned recently, together with several carloads of wheat and other grain, and a quantity of flour and feed.

Helena, Mont.—The annual meeting of the Northwestern Grain Dealers Ass'n will be held June 15 and 16 or 22 and 23, at the Broadwater Hotel, Helena, Mont.—W. G. Kirkpatrick, v.-pres.

#### NEBRASKA

Harvard, Neb.—C. W. Yost, formerly of McCook, succeeds Tom Siefkin, as mgr. of the business of the Farmers' Union Elvtr.

Talmage, Neb.—Frank Mead, former mgr. of the Farmers Elvtr. Co. of Hamburg, Ia., is now mgr. of the Farmers Union Co-op. Ass'n.

Beatrice, Neb.—We have given the Birchard Construction Co., the contract to remodel our elvtr. We will install a new motor, a new leg, dust collector and a new dump. Work will begin as soon as material is on the ground.—Robert W. Jark, mgr. Farmers Co-op. Elvtr. Co.

Orleans, Neb.—The business men of this city will add a new \$200,000 flour mill to Orleans industries. Harry McDonald of Greenville, Ill., is interested.

Primrose, Neb.—Guy Ransdell, who has been second man of the T. B. Hord Grain Co. at this place, goes to Horace to succeed Mgr. White, who will come here as mgr.

Hebron, Neb.—The new name under which F. C. Machin of Springhill, who bot the elvtr. of the Hebron Elvtr. & Shipping Ass'n, is operating is the Machin-Willig Grain Co.

Aurora, Neb.—The T. B. Hord Grain Co., headquarters Central City, has opened its new transit elvtr., with a storage capacity of 100,000 bus., located on the C. B. & Q. R. R.

Omaha, Neb.—B. H. Hanley, recently connected with the Fuller Grain Co., and with Donahue-Stratton Co. of St. Joseph, Mo., is now associated with the Carlisle-Burns Grain Co.

Shestak (Crete p. o.), Neb.—The new mgr.'s. name of the Big Blue Farmers Union Co-op. Ass'n is M. L. Robb, not Roff as previously reported.—O. M. Kubicek, agt., The Crete Mills.

Greeley, Neb.—Plans are under way for the organizing of a corporation to take over the business of the Farmers' Co-op. Ass'n, the stockholders of which recently voted to sell the property for the benefit of creditors.

Humboldt, Neb.—Orin A. Cooper, of the O. A. Cooper Milling Co., died Mar. 20 at his home, after an illness of several months. Mr. Cooper was born in New York in 1849. He began buying grain at Table Rock, in 1871 and 5 years later formed a partnership with J. L. Linn. This partnership was dissolved but Mr. Cooper continued in the grain business, and in 1881 built a flour mill here and has since been operating under the firm name of O. A. Cooper & Sons. The milling plant was destroyed by fire a year ago, and is being rebuilt. He is survived by his widow and 4 children.

#### NEW ENGLAND

Lowell, Mass.—Bags containing grain consigned to the Butman Grain Co., were cut open recently by boys who entered the freight cars on the Saugus branch railroad.

Waltham, Mass.—Beaver Brook Grain Co., incorporated by Frank J. Ludwig and Monroe J. Lorimer of Boston and Franklin W. Perry of Lynnfield Centre; capital stock, \$25,000.

Lawrence, Mass.—John Shea, engaged in the hay and grain business, with branch offices at Methuen, North Andover and Andover, has purchased ground on which to move his Andover store.

Lowell, Mass.—R. K. Dexter & Son Co. has purchased the C. B. Rushworth grain buildings. The building will be used for storage purposes, because of the facilities for unloading several freight cars at one time.

New London, Conn.—The local chambers of commerce are doing all possible to interest the State in the proposed elvtr., contending that this point being the shortest distance from South America and also being the most direct route by which to handle western and south-western grains that might be more economically routed via the Panama Canal. Of course there has been a continuous flow of Oregon flours going from this state pier to European ports and on several occasions it has been my pleasure to learn from some of the steamship line directors that there has been a decided saving in the handling thru the canal and this port. However, we little fellows are hoping that with a million dollar pier at our feet we may yet see our labors bear some fruit and make this a hustling little township.—Joseph Schwartz.

#### NEW MEXICO

Texico, N. M.—We have temporarily closed up at Texico.—Western Elvtr. Co., Clovis.

#### NEW YORK

New York, N. Y.—J. Carroll Fahy has resigned as managing director of Wm. H. Miller & Co.

New York, N. Y.—Mail addressed to the American Foreign Trading House, Inc., has been returned.

Tonawanda, N. Y.—The Chamber of Commerce is endeavoring to get the state to establish a grain elvtr. here to assist in barge canal development.

New York, N. Y.—Frank Wallace, a member of the New York flour trade and of the Produce Exchange, died Mar. 28.

New York, N. Y.—Samuel T. Aber now holds membership for Geo. W. Butler & Co. in the Chicago Board of Trade.

Buffalo, N. Y.—The Young Commission Co. has closed its office, which was located in the Chamber of Commerce Building.

Oswego, N. Y.—The Ontario Milling Co. considered putting up an elvtr. but has dropped the plan for the present.—Alfred S. Miner.

Oswego, N. Y.—Robt. Downey Co. is not interested in the grain business at present but will continue in the coal business.—Alfred S. Miner. The elvtr. of Robt. Downey Co. burned a year ago.

Oswego, N. Y.—A resolution has been voted by the board of directors of the Maritime Exchange urging the enactment of Senate bill 959, making an appropriation for completing the construction and equipment of a barge canal grain terminal.

Rochester, N. Y.—Miss B. Frances Heidelberg, bookkeeper for Newman Bros., grain dealers, was arrested on a charge of appropriating \$3,000 from her employers. On further examination of the books it was asserted that there is a shortage of \$18,400.

Binghamton, N. Y.—Mayor Thos. A. Wilson has purchased the old Craver-Dickinson Seed Co.'s elvtr. from Rana S. Cooper, who bought it from the original owners, the Craver-Dickinson Co. of Chicago and Buffalo. Mayor Wilson says he will operate a manufacturing concern.

Ogdensburg, N. Y.—Our stockholders saw fit to increase our capital stock by adding 50,000 preferred and a stock dividend has been declared from our surplus of 170 per cent on preferred stock. Our capital stock now stands 25,000 common par value of \$100 per share and 42,500 of preferred, the balance of the \$50,000 remaining in the treasury.—C. J. Spaulding, treas. R. H. McEwen Milling Co.

#### NORTH DAKOTA

Hamburg, N. D.—The Minnekota Elvtr. Co. has succeeded H. C. Scheer & Son.—H. C. Scheer.

Gackle, N. D.—We are going to improve our elvtr., also install a new cleaner and scale.—C. W. Jenner, Mgr., Co-op. Elvtr. Co.

#### OHIO

Hicksville, O.—We have sold out to the Hicks-ville Grain Co.—E. Miller, Koch Grain Co.

Cincinnati, O.—Geo. H. Beazell of Beazell & Chatfield was recently suspended from the Chicago Board of Trade.

Okeana, O.—Farmers in this vicinity are considering the organization of a co-op. ass'n. The tentative plan is to sell shares at \$100 each.

Columbus, O.—G. A. Payne & Co. have discontinued business. Mr. Payne and his wife have taken up temporary residence in Los Angeles, Cal.

Gordon, O.—The John Smith Co. of Arcanum bot the lots, on which stood the Ammon & Son's burned elvtr. The John Smith Co. plans to erect an elvtr. at once.

Cincinnati, O.—A sale of all the securities of Beazell & Chatfield, brokers, by H. S. Irving, receiver, has been ordered by the court. Assets \$65,000, liabilities unknown.

Columbus Grove, O.—Our elvtr. has a capacity of 18,000 bus. The firm name under which we operate here is Eikenbary Bros. We established here Oct. 31, 1922.—Eikenbary Bros. (Jno. & Maurice Eikenbary.)

Cincinnati, O.—The Cincinnati Grain and Hay Exchange has taken action condemning the Ohio Senate and House bills recently introduced, providing for extending the scope of co-op. marketing in Ohio.

Shelby, O.—The Whole Wheat Products Co. of Cleveland, has let contract for the installation of a 500-bbl. wheat mill and a 1,500-bu. blending unit. Sifters and other equipment will be installed. Work will start immediately.

#### OKLAHOMA

Beaver, Okla.—The Probst Grain Co.'s Elvtr. which was closed for a few weeks is now under the management of John Beauchamp.



Oklahoma City, Okla.—Earl C. Flesher, formerly sales-mgr. of the Eagle Milling Co. at Edmond, is now sales-mgr. of the Plansifter Milling Co.

Hopeton, Okla.—G. E. Porter, former mgr. of the elvtr. of the Alva Roller Mills at Buffalo, Okla. has been elected mgr. of the elvtr. of the Farmers' Co-op. Elvtr. Co.

Oklahoma City, Okla.—Stephen F. King has become a member of the Hardeman-King Co., millers, grain and feed dealers. He is a son of the founder of the company.

Oklahoma City, Okla.—The Fuller Grain Co. of Kansas City, which recently took over this office of Dilts & Morgan, is having its Grain Exchange quarters remodeled.

Poteau, Okla.—The mill and grain elvtr. of the Poteau Mill & Elvtr. Co. were destroyed by fire recently. Three thousand bus. of wheat burned. Loss \$50,000; partly insured.

Oklahoma City, Okla.—The annual meeting of the Oklahoma Millers Ass'n. will be held here on May 22. The Oklahoma Grain Dealers Ass'n. will hold its annual meeting here on May 22 and May 23.

Enid, Okla.—The Enid Milling Co. will erect a warehouse that will increase its grain storage capacity from 40,000 to 240,000 bus. The site is that occupied by the abandoned A. E. Stephenson grain elvtr.

Ponca City, Okla.—The contract for the construction of an addition to the elvtr. of the Ponca City Milling Co. that will increase the storage capacity to 100,000 bus. has been let to the Rayburn Construction Co.

Enid, Okla.—The Nicholson Brokerage Co. has purchased the business of the Munn Brokerage Co. The new concern will do a general grain brokerage business. The company has taken out a direct membership in the Grain Dealers National Ass'n.

Marland, Okla.—The fire which destroyed the Bliss Co-op. Grain Co., as reported in this column Mar. 25, was caused from an old cap-type gasoline engine. We had approximately 1400 bus. of wheat, 125 bus. of corn fully insured. The elvtr. capacity was 15,000 bus., partly insured. We will erect an iron clad or tile elvtr. of about the same capacity.—F. V. Cole, mgr. Bliss Co-op. Grain Co.

## OREGON

Portland, Ore.—E. L. Cooper has gone out of the grain business.

Portland, Ore.—Two more smut machines are to be installed at the Municipal Grain Elvtr., by order of the Public Docks Commission, making 5 smutters.

Portland, Ore.—The Dock Commission has drawn up new rules for the conduct of the Municipal Grain Elvtr., which will be submitted to grain men, bankers, etc., before being adopted.

Maupin, Ore.—The Woodcock Bros. Milling Co. has incorporated by J. H. Woodcock, W. H. Churchill, Percy M. Johnson, capital stock, \$50,000. The company will engage in the general grain, milling and electric power business.

Corvallis, Ore.—F. A. Sykes, an organizer of farmers' co-op. societies, has been appointed chief of the state grain inspection department. Mr. Sykes is an editor of a farmers' paper, and formerly lived in Eastern, Ore. He is successor to J. W. Church, who held the position of chief since its organization.

Portland, Ore.—C. E. Spence, master of the Oregon State Grange, has been appointed to the position of state market agent, by Governor Pierce, under the terms of the state market bill, passed at the recent session of the Oregon legislature. He assumed office Apr. 1 at a salary of \$3,000 a year. The office will be supported entirely by fees derived chiefly from the state grain inspection department, which was formerly under the jurisdiction of the state public service commission.

## SOUTHEAST

Cheraw, S. C.—The Cheraw Oil & Fertilizer Co. is planning the construction of a flour mill.

Attalla, Ala.—The name of the Alabama Milling Co. has been changed to the Alabama Mill & Grain Co.

Wollaston, Miss.—Jarius L. Littlefield, who was in the hay and grain business with his brother, John H. Littlefield, for many years, died recently.

Vicksburg, Miss.—Mail addressed to the McInnes Grain & Elvtr. Co. has been returned as it was unclaimed.

Bakersville, N. C.—The Toecane Milling Co. was incorporated recently by R. C. Teague, W. F. Hughes and J. C. McBee; capital stock, \$25,000. The company will establish a mill.

Stony Point, N. C.—The Stony Point Milling Co. has been organized and incorporated by F. B. Hines, J. S. Clodfelter, and J. W. Keever; capital stock, \$50,000. The company will establish a flour mill.

Augusta, Ga.—Bussey & Carswell have been out of business since May of last year and our Mr. Hollingsworth is engaged in closing up their affairs. Altho they have now been out of business nearly a year, it is really astonishing to note how much mail continues to come to them from all over the country.—Lamb & Hollingsworth.

Norfolk, Va.—The Folwell-Ahlskog Co. has drawn plans for the city's grain elvtr. for storage bins to provide 1,000,000-tons additional capacity and for a 350-ft. gallery to the east of the elvtr. to permit 2 ships to be loaded in all hatches simultaneously. The city port commission, in charge of the elvtr. will ask for bids in a short time. The present capacity of the elvtr. is 750,000 bus.

## SOUTH DAKOTA

Ferney, S. D.—One of the elvtrs. of the Eagle Roller Mill Co. burned Mar. 29. Loss, \$9,000.

Leola, S. D.—Henry Reimer is having a new truck dump and a 22-ft. scale installed in his elvtr., together with other general repairs. T. E. Ibberson Co. is doing the work.

Tolstoy, S. D.—The Hallet-Cary Co. of Minneapolis is having its elvtr. painted, installing new machinery and making other general repairs. T. E. Ibberson Co. has the contract.

Apnea, S. D.—Mason Smith purchased the elvtr. here of Sieberg Bros. & Craig of Tulare, S. D. recently. The Mason Smith elvtr., which burned recently will not be rebuilt. There are now 3 elvtrs. here, which will be sufficient, as station handles only about 300,000 bus. per year.

## TENNESSEE

Watertown, Tenn.—The Watertown Milling Co.'s plant burned recently.

## TEXAS

Happy, Tex.—The elvtr. of the Chapman Milling Co., has been closed. E. D. Good-Knight was former mgr.

El Paso, Tex.—The Border Milling Co. has incorporated, capital stock, \$10,000. Incorporators: A. T. Freije, N. T. Freije, Julia Freije.

Milford, Tex.—The warehouse of Davis & Parker burned recently. Oats, corn, etc., was stored in the building. Loss \$12,000, partly insured.

Claude, Tex.—R. D. Baker, proprietor of the Claude Mill & Elvtr. Co., has traded the mill and elvtr. to M. L. Hughlett. Mr. Hughlett is now in charge.

Waco, Tex.—The present officers of this company are: T. P. Duncan, pres., Frank Kell, vice-pres., J. H. Spence, sec'y and treas.—H. L. Stover, general mgr., Waco Mill & Elvtr. Co.

New members of the Texas Grain Dealers Ass'n are: Blair Grain Co., Dallas, Tex., Farmers Co-op. Grain & Cotton Co., Frederick, Okla., and Jeffus-DeLoach Grain Co., Plainview, Tex.

Houston, Tex.—A conveyor being installed at the Houston Mill & Elvtr. Co.'s plant is nearing completion. The company expects to enter more extensively into the business of exporting grain.

San Antonio, Tex.—The feed house of the M. Maracheau Grain Co. was recently reported destroyed by fire, but the fire did not touch the main elvtr. and they are still able to take care of their business.

San Antonio, Tex.—W. R. Fields, who started in business for himself following the death of Van Webster, has been confined to his bed since last September, but is hoping to get about again in the near future.

Dallas, Tex.—We have let contract to the Jones-Hettelsater Construction Co. for the 200,000-bu. storage building, and work has started. It will give us 500,000 bus. bulk storage.—A. A. Hart, Treas. Pearlstone Mill & Elvtr. Co.

San Marcos, Tex.—W. W. Martindale and C. F. Andrews are now together in the wholesale grain, feed, mill products and packing house products business. They occupy the warehouse, formerly used by the W. E. Smith Wholesale Co.

McKinney, Tex.—In your issue of Mar. 25, page 404, in Texas news items, you misquoted me. Mr. Plummer Harris operated the Plummer Harris Grain Co. and was not connected with Harris Bros. The last named are still in business here and have been established for a number of years.—Geo. Reinhardt.

## UTAH

Salt Lake City, Utah.—The Husler Flour Mills, which are going to erect a mill, have ordered the machinery, which will cost about \$100,000.

## WASHINGTON

Okanogan, Wash.—W. H. Fletcher has purchased the feed and grain business of O. P. Woody, who is retiring.

## WISCONSIN

Wild Rose, Wis.—The Rose Milling Co. has increased its capital stock to \$30,000.

Brussels, Wis.—The Brussels Roller Mill, owned by Eli Chaudoir, burned recently, Loss, \$7,500.

Black River Falls, Wis.—The Farmers Home Elvtr. Co. has decreased its capital stock to \$20,000.

Merrill, Wis.—Leo Gensman, formerly of Wausau, has sold his controlling interest in the Merrill Elvtr. Co. to H. A. Steumke.

Ellsworth, Wis.—H. O. Junkman has awarded the contract to the T. E. Ibberson Co. for the erection of a complete new grain elvtr. The present elvtr. will be wrecked.

Marinette, Wis.—The Marinette Flour Mill was damaged about \$10,000 by fire recently. Damage to the stock was estimated at \$20,000, a great quantity of it by water.

Elmwood, Wis.—H. O. Junkman, who operates elvtrs. at River Falls, Beldenville, and Ellsworth, has leased the Farmers Elvtr. here, and renamed it the New Tile Elvtr. Albert Ramberg is in charge of the elvtr.

Neillsville, Wis.—The Bruley Elvtr. Co. has purchased vacant property and will erect an elvtr. there this summer. Arrangements have been made to put in a side track, which will be done before the building is started.

Beldenville, Wis.—Floyd Most is now in charge of H. O. Junkman's elvtr. He succeeds Albert Ramberg who is now in charge of Mr. Junkman's elvtr. at Elmwood. The elvtr. here is being overhauled, new machinery installed and the entire plant repainted. T. E. Ibberson Co. is doing the work.

## MILWAUKEE LETTER.

The finance com'te of the Chamber of Commerce has fixed the interest rate for April at 6½ per cent.

Lawrence H. Teweles, of L. Teweles Seed Co. has been elected to membership in the Chamber of Commerce. The membership of Arthur Teweles has been transferred.

The Updike Grain Corporation, which has headquarters at Omaha, Neb., has been incorporated under the laws of Wisconsin, with \$1,500,000 capital stock. Two hundred and thirty nine thousand dollars of the capital is to be used here.

At the annual election of the Chamber of Commerce held Apr. 2, the following officers were elected: Pres. A. R. Taylor; First Vice Pres., A. R. Templeton; Second Vice Pres., Hugo Stolley; Sec'y. & Treas., H. A. Plumb; Directors, A. L. Johnstone, L. J. Keefe; G. W. Kruse; Board of Arbitration, E. J. Koppelkam; E. S. Terry; Board of Appeals, J. J. Crandall, E. H. Dadmun, P. P. Donahue.

## WYOMING

Casper, Wyo.—A \$15,000 flour mill will be built by Austin E. Jay of Gillette, Wis. Mr. Jay has a mill in Gillette, but will sell out his interest there, so he may locate at Casper.

IMPORT duty on wheat of 14 francs per quintal may be removed or suspended by France.



## Supply Trade

NEW YORK, N. Y.—Raw linseed oil in car lots was advanced 3c per gallon Mar. 29, to \$1.14.

MINOT, N. D.—W. G. Hancock, W. Dunnell, F. E. Martin and others have organized the Magic Grain Dump Co. The company was recently incorporated.

MINNEAPOLIS, MINN.—We have recently installed the following Carter Disc Separators: 30 farm machines; Pioneer Steel Elev. Co., Minneapolis, Minn.; King Midas Mfg. Co., Hastings, Minn.; Eaton Flour Mills, Eaton, Col.; Fleischman Malting Co., Red Wing, Minn.; G. H. Dulle Mfg. Co., Jefferson City, Mo.; Walton Flour Mills, Lansing, Mich.; Eagle Roller Mills, Shelby, N. C.; shipped to England, Sweden and Ireland.—Carter Mayhew Mfg. Co.

ST. LOUIS, MO.—The eighth annual meeting of the National Scale Men's Ass'n was held at the American Annex Hotel, St. Louis, Mo., Mar. 19, 20 and 21. The assembly heard 24 addresses, all concerning every phase of weighing, and every type of weighing machine. The president of the St. Louis Merchants Exchange and the mayor of the city delivered welcoming addresses. Officers elected for the ensuing year are: J. A. Schmitz, Chicago, pres.; A. Malmstrom, vice-pres.; A. G. Zeibel, Dallas, Tex., sec'y-treas.; and P. D. McFarlane, chairman executive com'tee.

CHICAGO, ILL.—Arthur Wallace, leader in the painters' union and Herbert Spanholz were indicted recently on a charge of malicious mischief, growing out of the glass smashing campaign against Landis jobs. All damage done was covered by insurance, but the breakage necessitated the removal of nearly \$100,000 worth of plate glass in nine months. Breakages showed a sharp decrease following the arrest and indictment of the two. The Illinois Society of Architects backed the "no recognition" policy of the Citizens' Committee to Enforce the Landis Award with regard to the thirteen open shop building trades in Chicago by a unanimous vote at their monthly meeting at the Art Institute, Tuesday, March 27th.

### A Bug Chaser

Mill and elevator operators will be interested in B. F. Gump's bug chaser for elevator leg casings, because it is simple, practical, sanitary, economical and essentially necessary in every mill and elevator. It is made of aluminum, light, substantial and thoroughly effective in its operation.

The present Bug Chaser is a decided improvement upon the former pattern which has been used for a number of years. The earlier device, while practical and efficient in keeping the bugs and moths out of elevator legs, boots and heads, being in the form of a solid bristle-block tended to interfere with the proper loading of the buckets immediately following the brush. And while this enjoyed a very large sale, it did not quite come up to the Gump idea of "satisfactory service," so the Gump Co. sought a way to overcome this objection. The new brush or Bug Chaser as it is called, is an open-center aluminum block with Tampico bristles, securely sewn in with copper wire, reaching to all of the walls of the elevator legging, completely eliminating this objectionable feature.

They are made up to order to meet the varying requirements of the individual elevator. Strong, durable, easily applied and from an economical view, profitable. The complete equipment for one's entire line of elevators will require but a very small outlay and it is claimed the brushes will effectually rid the legs of moths, bugs and objectionable accumulations.

The manufacturers, B. F. Gump Co., are sending out trial sets on approval.

SPRINGFIELD, ILL.—Senate Bill No. 139, introduced Mar. 6 and referred to the Com'tee on Appropriations, creates a com'tee of five members appointed by the Governor, to prosecute legal actions, to co-operate with similar bodies of other states and inform the public generally for the purpose of bringing about the abolition of the "Pittsburgh Plus" practice in the steel trade. An appropriation of \$25,000 is allowed.

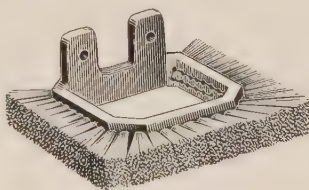
A YEAR ago Southern iron was selling at \$15, Birmingham, with very few orders ahead. How very different things are today. Practically every furnace in the Birmingham district is sold up solidly through the first half of this year. The lowest price at which Alabama iron can be bought today for third quarter shipment is \$27, Birmingham, and a number of furnace interests are declining to sell even at this price.—Matthew Addy Co.

### Too Many Farmers.

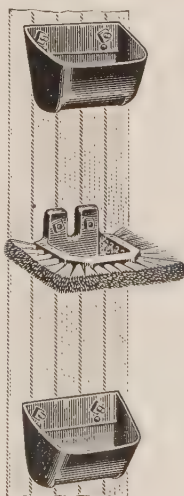
Fundamentally, the trouble with the farming situation today is that there are too many farmers for our population. As people become more prosperous they consume more of some things, but they do not consume more wheat. The farmer can increase the demand for market produce, and as the consumption of meat increases he can increase the demand for corn, but he cannot increase the demand for wheat. People do not eat more bread when they have more money.

The solution of the farmers' problem is to let the laws of nature take their course—let the inefficient be driven into some other lines of endeavor. Twenty per cent of the farmers of this country should quit the farms and become plasterers, masons and carpenters, and get into other lines where they are needed today. These are the facts, and yet the attitude of the farmer is just the opposite.

To get out of debt he is trying to have Congress enact legislation to enable him to borrow more money; to make more money he is trying to force Congress to enact legislation fixing the price of his products; in order to purchase goods he wants Congress to issue fiat money. The attitude of the farmer is wrong, and until he is willing to operate his farm in accordance with the multiplication table he cannot have real prosperity.—From an address by Roger W. Babson, the statistician, before the Cincinnati Chamber of Commerce.



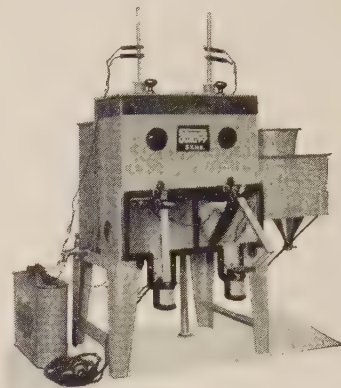
A Bug Chaser.



Showing a "Bug Chaser" Properly Attached to an Elevator Belt.

### Electrical Shut-off for Moisture Testers.

The official Brown-Duvel Moisture Tester is one that must be used in just the method of operation prescribed by the government. Otherwise the moisture percentage shown will not be that corresponding to the result obtained by following the government specifications as to method.



Automatic Shut-off for Electric Moisture Tester.

Especially is it necessary to shut off the heat when the temperature has reached the desired degree. If the operator has not too many machines to watch at one time and gives his undivided attention to the work he can shut off the heat in time. After the test has been run no one can be absolutely certain that this detail was attended to.

A device that unerringly and automatically disconnects the electric current and lowers the heating unit when the temperature reaches the desired degree is now being furnished by the Seed Trade Reporting Bureau, and is shown in the engraving herewith. It is simple and compact. It enables the operator to place material to be tested in machine, turn on current and proceed with his other duties. It eliminates watching temperature during test and eliminates over-heating, blowing out thermometers and making second tests. It thus saves time, money and patience.

Consider the advantages to the manager of a country station, inspection department or sampling department who is continually supervising or doing other work. It often happens that several things require attention at one time. He can start his tests and not have to continually run back and forth to the machine or have any fear of tests being ruined or thermometers blown up.

The operation is entirely automatic and positive. By pushing unit in place, a catch holds it in proper position until mercury in thermometer reaches both contact points, creating a battery circuit which releases magnetic catch, allowing unit to swing down away from test and disconnecting both heating and battery current.

The contact thermometers are especially made with platinum wire running into mercury chamber which completes electrical circuit. The electrical units are the latest development, having an adjustment which permits raising to or lowering from the heating chamber, thereby increasing or diminishing the heat. This is particularly necessary where voltage varies as it permits making tests in the prescribed time regardless of conditions.

The device, being assembled in multiples of two units, is complete for a two-compartment tester, while two devices will equip a four-compartment and three devices will equip a six-compartment tester. The device is quickly attached by two bolts.

CROP insurance is being considered by a special sub-com'tee of the Senate Agricultural Com'tee. Under a plan to be worked out, farmers can recover a reasonable proportion of their planting expenditures in the event of crop failure.



## Patents Granted

**1,447,660. Seed Screen.** Richard D. Heller, Boise, Idaho. The seed screen is comprised of a strainer bucket with a series of baffles therein to direct a liquid moving thru the bucket outwardly thru its walls. (Shown as No. 1,447 on engraving herewith.)

**1,446,303. Car Dumper.** Lionel Coke Hill, Montreal, Que., Can. The car dumper comprises a platform adapted to receive a car to be dumped, means for elevating the platform bodily, means for tilting same sidewise, and means for tilting in a vertical longitudinal plane.

**1,447,264. Belt Conveyor.** William E. Philips, Cleveland, O. The conveyor consists of a combination of a pulley idler having a cupped end and a support for the idler, the support comprising a base member and a pair of independent brackets secured thereto, each bracket having an upwardly extending holding portion fitted to the idler within the cupped end.

**1,449,071. Air-Adjusting Device for Grain Separators.** August H. Spitzberger, Minneapolis, Minn. The grain separating and cleaning device comprises a sieve, a fan for feeding separating air thereto, openings for admitting air to opposite sides of the fan, means for simultaneously increasing the size of the opening on the high side of the sieve in proportion to the transverse angularity of the sieve, and decreasing it on the low side of the sieve, to vary the quantity of air fed to the side of the sieve opposite to the opening.

**1,449,285. Bag Holder.** Thomas P. Hilton, Paterson, N. J., assignor to Richardson Scale Co., Passaic, N. J. The bag holder, to be used in filling bags, comprises co-operative segmental oppositely-movable bag grippers, pivotal means connecting the grippers for moving them relatively toward one another in a plane transverse to the axis of the member to embrace and hold a bag against the outer periphery of the member and a lever is connected to and operative to shift pivotal means in opposite direction to open and close the grippers.

**1,447,308. Grain-Door Table Clamp.** William W. Jackson, Oakdale, La., assignor to Mummert Lumber & Tie Co., Chicago, Ill. The clamp has a combination of a table having a stationary clamping abutment at top of one side, a horizontally movable abutment on the top of the other side, a vertically extending lever fulcrumed to each end of the table, the abutment being connected at its ends to the upper ends of the two levers, a treadle lever fulcrumed to each end of the table, a pair of toggle links at each end pivoted at one end to the lower end of the vertical lever and at the other end to the frame, and a link at each end connected at its upper end to the toggle joint and at its lower end to the treadle lever.

**1,449,208. Conveyor Flight or Blade and Method of Making Same.** Charles B. D. Wood, Wilkes-Barre, Pa. The conveyor flight or blade is composed of sheet metal, comprised of a plate bent along vertical lines to form a strengthening channel, the upper edge-portion of the plate being bent to form strengthening flanges and also bent to form laterally spaced ears for attachment to conveyor chain.

**1,448,393. Conveyor Apparatus.** Joseph Peter Eastman, Manitowoc, Wis. The conveyor apparatus consists of a cylindrical casing wall, a flat wall rigid therewith at one end, a side wall at the other end, a shaft journaled in the side wall, a propeller rigid therewith, a second shaft journaled in cylindrical casing wall, blades of propeller being oppositely disposed, and cylindrical casing wall having an outlet opening therein adjacent to second propeller.

**1,449,553. Grain Separator.** Anna J. Schlunke, Fargo, N. D. The separator comprises of a riddle for grain separation formed on its top surface with a plurality of protuberances defining intersecting channels, the side walls of the protuberances converging in a direction opposite to that in which the grain travels to deflect the grain in different directions and thereby cause its promiscuous movement thru the several channels, the riddle further being formed with a plurality of openings disposed in the bottoms of the channels.

**1,449,895. Grain-Scouring Machine.** Edmund B. Endsow, deceased, late of Gahanna, O., by C. Endsow, administratrix, Gahanna, O., assignor of one-third to Helen M. Miller, Washington, D. C. The grain separating machine has a cylinder case having a cylinder formed therein, a grain inlet means disposed at one end of cylinder, a conveyor co-operative with the inlet means for advancing grain rearwardly or the cylinder toward the discharge outlet thereof, longitudinally aligned agitators rotatable with the conveyor and disposed between the conveyor and the discharge outlet, the cylinder being provided with a circumferential pocket and a banking device rotatable with the conveyor and operating to force the grain into the pocket.

**1,449,857. Receiving and Discharging Apparatus of Pneumatic Conveyors.** William George Hay, Prestwich, England. The receiving and discharging apparatus of a pneumatic conveyor comprises a receiver, two filters contained in the receiver, a pair of discharging chambers connected to the receiver adapted to swing jointly under the weight of material alternately deposited therein from the receiver, valve members on the receiver controlling the delivery of material to the receiver, valve members between the receiver and the discharging chambers controlling the egress of material from the receiver; discharge valve members on the discharging chambers controlling the egress of material therefrom, means on the receiver adapted to reverse the flow of air thru the filters for cleansing them, and valve operating and controlling mechanism operatively connecting the valves to the discharging chambers, whereby the discharging chambers are alternately shut off from the receiver and discharged and the filters are alternately brot into action and cleansed when momentarily out of action.

## Federal Rye Grades Announced

Federal grades for rye effective July 1, 1923, have been established by Secretary of Agriculture Wallace under the authority of the United States Grain Standards Act. According to these regulations rye is any grain which before the removal of dockage consists of 50 per cent or more of rye, and when free from dockage contains not more than 10 per cent of cereal grain of a kind or kinds other than rye.

Five grades are provided for as follows:

**Grade No. 1** is rye of cool and natural odor, having a test weight per bushel of at least 56 pounds. It may contain not more than 13 per cent of moisture, not more than 2 per cent of damaged kernels and no heat-damaged kernels; and may contain not more than 3 per cent of foreign material other than dockage, which 3 per cent may include not more than 1 per cent of foreign matter other than wheat.

**Grade No. 2** is rye of cool and natural odor, having a test weight per bushel of at least 54 pounds. It may contain not more than 14 per cent of moisture, not more than 4 per cent of damaged kernels and no heat-damaged kernels; and may contain not more than 6 per cent of foreign material other than dockage, which 6 per cent may include not more than 2 per cent of matter other than wheat.

**Grade No. 3** is rye of cool and natural odor, having a test weight per bushel of at least 52 pounds. It may contain not more than 15 per cent of moisture, not more than 7 per cent of damaged kernels, which may include not more than 5 per cent of heat-damaged kernels; and may contain not more than 10 per cent of foreign material other than dockage, which 10 per cent may include not more than 4 per cent of matter other than wheat.

**Grade No. 4** is rye that shall be cool and may be musty or slightly sour and shall have a test weight per bushel of at least 49 pounds. It may contain not more than 16 per cent of moisture, not more than 15 per cent of damaged kernels, which may include not more than 2 per cent of heat-damaged kernels; and may contain not more than 10 per cent of foreign matter other than dockage, which 10 per cent may include not more than 6 per cent of matter other than wheat.

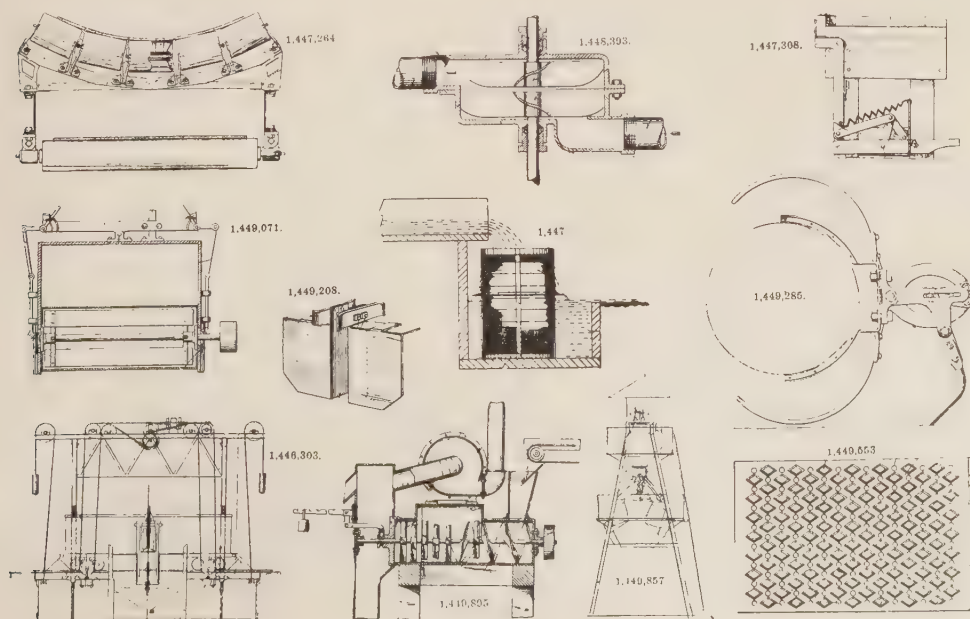
**Sample Grade rye** shall be all rye which does not come within any of the grades from Nos. 1 to 4, inclusive, or which has any commercially objectionable foreign odor except of smut, garlic, or wild onions, or is very sour, or is heating, hot, or otherwise of distinctly low quality, or contains small, inseparable stones or cinders.

## Alfalfa Will Help the Wheat

Considering the Southwest as a whole, there is no crop that can be combined with wheat to better advantage than alfalfa. In the first place, alfalfa is a profitable cash crop in the areas where it is best adapted. Once established it can be produced with little expense and practically no risk. But its greatest value to the farmer who has been growing wheat alone is the fact that it will aid materially in reducing the loss of soil fertility that is taking place at an alarming rate.

To just what degree alfalfa will arrest soil depletion or restore a run-down farm is an open question. Alfalfa like other legumes has the power of removing free nitrogen from the air and storing it in the soil, and when it is plowed up leaves the soil richer than when it was sown. A good supply of nitrogen is not only necessary to the production of large wheat crops but recent investigations show that the amount of available nitrogen in the soil has much to do with the protein content of the wheat.

Unfortunately, alfalfa is not a successful crop throughout all of the wheat belt of the Southwest. It has not been generally profitable on the dry uplands of the West. It does not grow well on acid soils. A careful study of soil and climate conditions frequently shows that alfalfa can be grown in many places where it is now thought unadapted. Fortunately there are other legumes such as sweet clover and soybeans which in some cases may be substituted for alfalfa where the latter is not a successful crop.—The Southwestern Wheat Improvement Assn.





## Seeds

NEWARK, O.—C. S. Osburn & Co. are adding seeds to their present grain business.

BEAVER DAM, WIS.—Julius O. Bossmen opened a seed and feed business here.

BALTIMORE, MD.—The Maryland Seed Co. has been incorporated by W. C. Smith and C. S. Brown.

LEWISTON, IDAHO.—Mark Means, head of Mark Means & Co., seed dealers here, has been appointed Commissioner of Agriculture.

LUBBOCK, TEX.—The Baker Seed Co. has been incorporated with a capital stock of \$60,000 by G. R. Baker, O. T. Moore and R. T. Clarke.

HOUSE BILL No. 657 for the state of Nebraska provides an appropriation of \$20,000 for the purpose of enforcing the seed law. It was referred to the Com'te on Finance.

LANSING, MICH.—Senate Bill 167 to regulate the selling of seeds and providing punishment therefor has been recommended for passage by the Com'te on Agriculture.

EVANSVILLE, IND.—The seed business has picked up exceedingly well and dealers in southern Indiana look for a splendid season. Trade outlook is much better than a year ago. Supplies are equal to demand.—C.

SIoux CITY, IA.—The Marshall Nurseries has brot suit against Mrs. J. D. Whalen to recover \$300 on a note given in payment for seeds. Mrs. Whalen contends that the seed sold was valueless and failed to grow.

FORT WORTH, TEX.—We wish to warn our trade not to consign cane seed to Fort Worth. They should not be consigned here or even offered for sale as every car that is offered simply makes a bad matter worse.—Transit Grain & Commission Co.

ST. ANTHONY, IDA.—The W. R. Roach Seed Co., Grand Rapids, Mich., opened a new seed pea warehouse here. The Kinney Seed Co. also made arrangements for a warehouse at this place. Stephen McArthur is local mgr. of the Roach company and John Miller represents the Kinney Co.

THE OCCURRENCE of false wild oats in the cultivated varieties Victory, Garton 784 and Aurora is described by R. J. Garber in Journal

### Imports of Seeds.

Imports of seeds for November, compared with November, 1921, and for the eleven months ending with November, are reported by the Buro of Foreign and Domestic Commerce as follows:

	IMPORTS		10 mos. ending Nov.	
	November—	1921	1922	1921
Beans, bus.....	3,415,943	1,479,660	68,443	459 15,048,240
Peas, bus.....	2,653,968	5,114,940	48,692	762 27,009,000
Castor beans, bus.....	9,722,080	3,872,750	77,732	098 34,113,700
Flaxseed, bus.....	1,428,322	1,576,195	13,298	314 10,827,117
Red clover, lbs.....	209,598	7,064,624	16,214	310
Other clover, lbs.....	1,356,973	13,104,075	20,929	265
Other grass seeds, lbs.....	2,628,094	15,194,540	17,212	054
Sugar beet seeds, lbs.....	256	559,185	2,819,114	7,299,018

of Heredity, No. 1, 1922. From the evidence presented, it is thought that the origin of the aberrant forms may be attributed more logically to mutations than to natural crossing.

DERBY, KAN.—There are not many seed crops grown here, and the past few years have not seen much planted. I think alfalfa will be seeded more plentifully this year as the old stands are playing out. The last two years were too wet for alfalfa to seed good and there has been no seed carried over.—W. S. Baxter.

TOLEDO, O.—March clover went out like a lamb. Sold down about \$2.00 from the high point reached last December. Stocks declined about 4,000 bags during the month. A year ago they declined 8,500 bags. Continued unfavorable weather keeps the cash demand under cover. All eyes now focused on October. Growing season ahead. What will the new crop be? Much or little can happen. Very sensitive to weather, but there appears to be good demand on the scale down.—Southworth & Co.

AMES, IA.—The Iowa State College and the Iowa Corn and Small Grain Growers' Ass'n have distributed Ames Amber sorghum to farmers on 736 farms at cost and have had inspectors visit the farms during the growing season to check the growth at various stages. Over 67 per cent of the farmers state that Ames Amber is a better tasting variety than any other strain they ever grew. The average yield reported to the college was 92.5 gallons per acre, which is considered a remarkable yield.—J.

MILWAUKEE, WIS.—We have been of the opinion all along that there would be an increase in the acreage of seed crops and still believe this to be a fact if we ever get spring-like weather. This is going to be a backward season but there is still plenty of time for the farmers to put in a big acreage. The crops of all seeds have only been fair this past year and the quantity carried over from the year before was only of minor importance. We do not think there is going to be much seed of any kind left over when spring seeding is done. We would not at all be surprised to see the higher market after the season is over.—Hugo Teweles, pres. L. Teweles Seed Co.

GIBSON CITY, ILL.—Ten above zero Mar. 31, and ground frozen so that oat seeding is delayed. No snow here, but keeps cool. With good growing weather clover, alsike, timothy, alfalfa, sweet clover, wheat and oats will be sown in 10 days in central Illinois, about three weeks earlier than last year. Outlook is for a decrease in production of clover seed this year, and increase in sweet clover and alsike. The outstanding feature of the seed trade this year is the way farmers are turning from their old friend red clover and turning to sweet clover of all varieties. More alsike, red clover and alfalfa are being sown than last year owing to the increased buying power of the farmer. It is our firm opinion

### Receipts and Shipments of Seeds.

Receipts and shipments of seed at the various markets, during March, compared with March, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
<b>FLAXSEED.</b>				
Chicago, bus....	1,000	47,000	4,000	2,000
Duluth, bus.....	75,256	126,424	30,427	125,392
Pt. William, Ont	48,058	158,273	114,495	81,208
Milwaukee, bus	101,274	40,010	75,924	43,175
Minneapolis, bu.	319,480	254,240	82,000	95,250
New York, bus.	835,000	.....	.....	.....
Winnipeg, bus.....	.....	.....	202,500	.....
<b>TIMOTHY.</b>				
Chicago, lbs....	1,697,000	2,828,000	3,291,000	5,187,000
Milwaukee, lbs.	1,235,551	341,001	2,216,330	1,044,705
New York, bags	1,212	.....	1,163	.....
Toledo, bags....	1,144	541	4,313	2,036
<b>CLOVER.</b>				
Chicago, lbs....	1,825,000	2,448,000	1,252,000	2,414,000
Milwaukee, lbs.	248,606	436,399	1,912,723	2,189,170
New York, bags	.....	.....	7,703	.....
Toledo, bags....	8,341	4,370	12,069	12,852
<b>KAFIR AND MILO.</b>				
Wichita, bus....	.....	1,200	.....	1,200
Kansas City, bu.	169,400	391,600	154,000	309,000
St. Joseph, bus.	7,500	1,500	.....	.....

that dealers north and east would sell all their seed at higher prices if they would sit tight. As it is the winter weather seems to have given them cold feet and as a result the farmers in sections where spring is late will get seeds at low prices. Soy beans will take the place of rape to a great extent this year. We estimate there will be five times as much soybeans sown this year as last. Last season they were a better paying crop than oats and farmers feed them in place of buying tankage.—John T. Oxley, mgr., Noble Bros.

### Relief for Owners of Elevators on Kansas Rights of Way.

Kansas has a new law designed to protect owners of grain elevators located on railroad right of way from the grasping greed of the railroad's real estate sharks. It is entitled, An Act authorizing the Public Utilities Commission to supervise and regulate the leasing and use and occupation for certain industrial purposes of real estate owned or controlled by railroad and electrical interurban railway companies. It provides,

Section 1. That whenever a disagreement arises between the owner of an elevator or grain warehouse, coal shed, ice house, buying station, flour mill, or any other building used for receiving, storing or manufacturing any article of commerce, transported, or to be transported, situated on a railroad right of way, or on land owned or controlled by a railroad company, and such railroad company as to the terms and conditions on which the same is to be continued there on, maintained or as to the terms and conditions of any lease or contract, under which the same may be so placed or operated, then, and in every such event on written application to the public utilities commission by such railroad company, person, firm or corporation the said public utilities commission shall have authority and it is hereby made its duty, as speedily as possible after the filing of such application, to hear and determine such controversy, and make such order in reference thereto as shall be just and right between the parties under all the facts in the case which shall be enforced as other orders of said commission.

Sec. 2. This act shall take effect and be in force from and after its publication in the official state paper.

Sec'y E. J. Smiley writes, This is our third attempt to secure the enactment of such a law. The bill was introduced in the House and Senate early in the session and was referred to the Public Utilities Committee of the House and the Senate Judiciary Committee of the Senate, composed of 14 lawyers.

The chairman and vice-chairman of the House Committee were railway attorneys and succeeded in having the bill reported back to the House that it be not passed. Mr. McFadden, representative from Graham County, and Mr. Thomas, representative from Harper County, chairman and vice-chairman of the House Agricultural Committee introduced the bill in the House as a committee bill, and had it not been that these two gentlemen had taken this action, there would have been no possibility of securing the enactment of the proposed bill into law at this session.

FIGURED IN MONEY, the American taxpayer is handing over nearly one dollar out of every six earned between the two seas to tax collectors. Figured in time, over eight weeks of every year is being devoted to the production of wealth for the support of federal, state, local and city government, their legion of special tax districts, and their bondholders. How long will the taxpayers be content to support the tax eaters in idleness?

### Exports of Seeds.

Exports of seeds for January, compared with January, 1922, and for the seven months ending with January, are reported by the Buro of Foreign and Domestic Commerce as follows:

	January		7 mos. ending Jan.	
	1923	1922	1923	1922
Beans, bus.....	47,995	99,376	378,015	726,446
Peas, bus.....	8,909	8,194	53,518	58,460
Clover seed, lbs.	432,993	208,093	2,161,162	2,717,019
Alfalfa, lbs.....	23,977	102,578	271,174	102,578
Timothy, lbs....	2,818,471	2,093,042	11,458,343	11,763,481
Other grass seeds, lbs.....	641,675	277,568	3,058,906	2,589,740

## AN INNOVATION IN AUTOMATIC DEVICES

for

## MOISTURE TESTERS

## A Time and Money Saver

Write for Description

Seed Trade Reporting Bureau  
1018 So. Wabash Ave. CHICAGO, ILL.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

I. C. in Supplement 7 to 1537-G increases rates on grain and grain products from E. St. Louis, Ill., to W. C. & W. stations, effective May 1.

C. & E. I. in Supplement 1 to 615 gives joint rates on grain from stations on the C. & E. I. to points in Indiana, Michigan and Ohio, effective May 1.

C. & E. I. in Supplement 5 to 650 gives joint and proportional rates on grain, grain products and grain by-products for export from stations on the C. & E. I. and East Joliet, Ill., to points in Alabama, Florida, Louisiana and Mississippi, effective May 1.

A. T. & S. F. in Supplement 2 to 7481-1 gives joint and proportional rates on grain products and seeds from stations in Colorado, Kansas, Missouri and Oklahoma, also Superior, Neb., to points in Alabama, Arkansas, Kansas, Louisiana, Missouri, Mississippi, Oklahoma, Tennessee and Texas, effective Mar. 24.

A. T. & S. F. in Supplement 9 to 5588-M gives local, joint and proportional rates on grain and grain products from points in Kansas, Colorado, Missouri and Oklahoma, also Superior, Neb., and Joplin, Mo., to points in Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Oklahoma and Wisconsin, effective April 18.

Monon in Supplement 5-A to 520-A gives local, joint, proportional and reshipping rates on grain, grain products and grain by-products, also flaxseed, from stations on the Monon to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Missouri, New York, Ohio, Pennsylvania, West Virginia and Wisconsin, effective April 1.

C. & A. in Supplement 1 to No. 1604-H gives local, joint and proportional rates on grain and grain products from Chicago, Joliet, Peoria, Pekin, E. St. Louis, Ill., also St. Louis, Mo., to stations on the C. & A., C. & I. M., and C. & N. W. in Illinois, also to Toledo, O., and Detroit, Mich., and stations on connecting lines in Illinois, effective April 20.

C. & E. I. in Supplement 45 to 8650 gives joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes, cotton seed hull bran and dried beet pulp from stations on the C. & E. I., and C. I. & W., to points in New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada, effective May 1.

C. & A. in Supplement 5 to 1602-G gives proportional rates on grain and grain products from Kansas City, St. Joseph, Mo., and Leavenworth, Kan., when originating at other points, or when milled at Kansas City, St. Joseph, Mo., or Leavenworth, Kan., from grain originating at other points to stations on the C. & A. and its connections, effective April 15.

C. & E. I. in Supplement 44 to 8650 gives joint and proportional rates on grain, grain products and grain by-products, also cotton seed, cotton seed ashes, cotton seed hull bran and dried beet pulp from stations on the C. & E. I. and C. I. & W. to points in New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada, effective April 10.

Monon in Supplement 6 to 520-A gives local, joint, proportional and reshipping rates on grain, grain products and grain by-products, also flaxseed from stations on the Monon in Illinois, Indiana, Iowa, Kentucky, Michigan, Missouri, New York, Ohio, Pennsylvania, West Virginia and Wisconsin, effective on interstate traffic May 1, on Indiana intrastate traffic April 12.

C. R. I. & P. in Supplement 15 to 28675-E gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal, and seeds from Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota, to stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective April 23.

Monon in Supplement 4 to 521-E gives joint and proportional rates on grain, grain products, by-products of grain and flour from points in Illinois and Indiana to Brunswick, Ga., Charleston, S. C., Gulfport, Miss., Jacksonville, Fla., Mobile, Ala., New Orleans, La., Pensacola, Fla., Savanna, Ga., and Wilmington, N. C., for export, also to Key West, Fla., for export to Cuba, effective May 1.

I. C. in Supplement 11 to 601-H gives local, joint and proportional rates on grain, grain products, hay and seeds from stations in Iowa, Minnesota and South Dakota to Chicago, Peoria, Ill., St. Louis, Mo., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Minnesota, Ohio, South Dakota and Wisconsin, effective April 18.

I. C. in Tariff 1809-K gives joint and proportional rates on grain and grain products from stations on the I. C. in Illinois and Indiana, also Dubuque, Ia., to Bellaire, O., Brownsville, Pa., Buffalo, N. Y., Charleston, W. Va., Gauley Bridge, W. Va., Huntington, W. Va., Indiana, Pa., Parkersburg, W. Va., Pittsburgh, Pa., Toronto, Ont., Wheeling, W. Va., and points taking same rates, effective April 16.

C. R. I. & P. in Supplement 3 to 31408-D gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico, Oklahoma, also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Alabama, Arkansas, Kansas, Louisiana, Mississippi, Missouri and Oklahoma, effective Mar. 27.

I. C. in Supplement 7 to 1537-G gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds from stations in Illinois, Indiana, Wisconsin, Dubuque, Ia., and St. Louis, Mo., to Chicago, Peoria, Ill., Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., St. Louis, Mo., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, and Wisconsin, effective May 1.

C. & E. I. in Supplement 1 to 600 gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds, red top seed chaff, from stations on the C. & E. I., also Henderson and Owensboro, Ky., Cairo, Joliet and Mokenca, Ill., to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective April 10.

C. & E. I. in Supplement 2 to 600 gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds, and red top seed chaff from stations on the C. & E. I., also from Henderson and Owensboro, Ky., Cairo, Joliet and Mokenca Transfer, Ill., to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective May 1.

C. & E. I. in Supplement 3 to 600 gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds and red top seed chaff, from stations on the C. & E. I., also Henderson, Owensboro, Ky., Cairo, Joliet, and Mokenca Transfer, Ill., to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective May 1.

A. T. & S. F. in Supplement 1 to 5702-H gives local, joint and proportional rates on broom corn, castor beans, corn husks, pop corn, seeds, hay and straw, also seeds 1 c. l. for seeding purposes from points in Kansas, Colorado, Oklahoma and Superior, Neb., and Joplin, Mo., to Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., also distance rates between stations in Kansas, stations in Oklahoma, and stations in Kansas, Superior, Neb., and Joplin, Mo.; Superior, Neb., Joplin, Mo., and stations in Kansas; also between Superior, Neb., and Joplin, Mo., effective April 24.

THE U. S. G. G., Inc., elected Harry L. Keefe, Walhalla, Neb., as pres. at a meeting in Chicago Mar. 29. Howard Leonard of Eureka, Ill., was elected vice-pres., and J. M. Mehler of Chicago, sec'y.

## ELLIS DRIERS

× ×

The ELLIS DRIER will not crack, blister, or discolor the grain!

Why do we emphasize this statement? Simply because grain which is cracked, blistered, or discolored, is heavily discounted under the Federal Grain Grades. Therefore it becomes a matter of great importance in the selection of a grain drier, that the apparatus have a reputation for producing a product par excellence in quality.

That is why you should accept none but the "ELLIS" Drier, because Ellis Driers have for 25 years been the acknowledged leader in the quality of the product which they produce.

× ×

**THE ELLIS DRIER CO.**  
Roosevelt Road and Talman Ave.  
CHICAGO, U.S.A.

## CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**Universal Grain Code**, the most complete code published for the use of grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages contain 14,910 code words for grain trade terms and expressions; no two near enough alike to cause confusion. Bond paper, flexible leather, \$3.00; Book paper, board cover, \$1.50.

**Robinson Cipher Code**, revised, with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code** (1917), for milling and flour trades, 3½x6 inches, 77 pages, \$2.00.

**Baltimore Export Cable Code**, most popular and simplest code for export trade. Bound in red leather, third grain edition, 413 pages, size 7x9½ inches, \$15.00; fourth edition, for grain, stocks, bonds and general merchandise, 160 pages, 6¼x9 inches, \$15.00.

**Cross Telegraphic Cipher Code**, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

**Grain Dealers Journal**

309 S. La Salle Street,

Chicago, Ill.



## Supreme Court Decisions

**Rights of Warehouseman Against Goods Of Bankrupt.**—A bailee engaged in storing apples upon the bankruptcy of a depositor has no right to proceed under the guise of a foreclosure of the statutory lien for storage to sell the goods in his possession, and, where he has pursued this course, the trustee in bankruptcy may by suit recover the value of the apples disposed of.—*Lung v. Pacific Storage Warehouse*. Supreme Court of Washington. 212 Pac. 1081.

**Consignee Not Liable For Demurrage Due to Overcharge.**—A consignee is not liable for demurrage on a railroad car containing goods consigned to him for delay in receiving, unloading, and releasing the car, if such delay was caused by the refusal of the railroad company to permit him to unload the car until he pays freight thereon in excess of that which the company has the right to collect.—*Lexington Compress & Oil Mill Co. v. Yazoo & M. V. R. Co.* Supreme Court of Mississippi. 95 South. 92.

**Co-operative Pooling Contract Valid.**—Or. L. § 6954, as amended by Laws 1921, p. 486, giving co-operative associations the right to stipulate in by-laws and in contracts with members for liquidated damages for breach of contract to sell all products to the association, and providing for specific performance and injunctive relief to enforce such contracts, does not violate Const. art. 1 § 20, prohibiting laws granting to any citizens privileges or immunities not equally belonging to all citizens.—*Oregon Growers Co-op. Ass'n. v. Lentz*. Supreme Court of Oregon. 212 Pac. 311.

**Title to Wheat Passed to Buyer On Delivery to Carrier.**—Where telegrams between buyer and seller showed a complete meeting of minds as to the sale and purchase of cars of wheat, and the so-called confirmation by buyer presented nothing except collateral detail and extraneous matters not contemplated by the contract as expressed in the telegrams, the letter of confirmation was no part of the sale contract.—*Consolidated Flour Mills Co. v. Farmers Elevator Co.*, of Hume. Kansas City Court of Appeals, Missouri. 247 S. W. 480.

**Commission Merchant Failing Not Guilty of Fraud.**—In the prosecution of a produce buyer for fraudulently obtaining property by use of the confidence game, an instruction that one who obtains the confidence of another, and by false representations, statements, or fraudulent acts, "after his confidence has been obtained by the swindler," obtains the money or property of another, is guilty of the confidence game, was misleading, as permitting a finding of guilt merely because defendant was unable to pay as promised, even though he obtained the confidence of patrons by a course of honorable dealing without intending to abuse that confidence.—*People v. Perlmutter*. Supreme Court of Illinois. 138 N. E. 152.

**The Bureau of Markets of the Department of Agriculture held without authority to distribute excess profits recovered by the government from licensed wool dealers during the war among wool growers, who have no legal or equitable claims against the United States.** The Appropriation Act of May 31, 1920, to enable the Bureau of Markets of the Department of Agriculture "to continue \* \* \* the distribution among the growers of wool clip of 1918 of all sums heretofore or hereafter collected," or the Appropriation Act of 1919 did not confer any authority on the Bureau to distribute excess profits received from licensed wool dealers during the war among wool growers, who have no legal or equitable claims against the United States, and, if so construed, they would be unconstitutional.—*United States v. Ransom E. Smith*. U. S. District Court, Massachusetts. 285 Fed. 751.

**Agreement by Wool Dealers With Government Voluntary.**—Where the War Industries Board in 1918 undertook to control the wool market by a system of permits or licenses to dealers, who were required to agree to abide by the board's regulations, one of which required payment to the government of all profits in excess of a specified percentage, a wool dealer was under no compulsion to take a permit, and, where he chose to do so, his agreement to abide by such regulations was voluntary and binding on him after he had had the benefit of the agreement.—*United States v. Ransom E. Smith*. U. S. District Court, Massachusetts. 285 Fed. 751.

**Contract Breached By Demand For Reduced Price or Cancellation.**—Where a buyer, whose contract fixed the price to be paid for the goods sold and required him to give shipping directions, wired the seller he expected the current price, which was less than the contract price, and authorized the seller to ship at once or cancel the order, with a request to wire an answer, the telegram was not merely a proposition for modification of the existing contract, but was clearly intended as a refusal to accept the shipment unless made at the current price, so that the seller was justified in treating it as a breach and was entitled to the damages prescribed in the contract for such breach.—*Wyatt v. Russell*—*Miller Milling Co. Court of Appeals of Kentucky*. 247 S. W. 1104.

**County in Which to Bring Suit.**—Where contract for sale of bags provided that all amounts due seller's account under the contract were payable at seller's office and seller's county at par, and the terms of the contract were sight draft bill of lading, and evidence showed that the letters S/D/B L were intended by parties to mean that seller, when the goods were shipped, would draw a draft on buyer with the bill of lading attached, that provision did not contradict or change the provision that all amounts due under the contract were payable in seller's county and under Rev. St. art 1830, exception 24, and article 2308, seller's cause of action was properly brought in its county.—*Pittman & Harrison Co. v. Houston Bag & Bagging Co.* Court of Civil Appeals of Texas. 247 S. W. 324.

**Depositors of Wheat Entitled to Pro Rata Shares.**—Where a depositor of 849 bushels of wheat in an elevator, upon the discovery at a subsequent date that the total amount left therein was less than belonged to him and another who had stored 2,101 bushels in a common mass, brought replevin proceedings and levied on 1,088 bushels, leaving but 409 bushels, which were levied on by the other, who thereafter also intervened in the replevin proceedings of the first, held, that the intervenor was entitled to his pro rata part of the whole, and that the prior levy by the one did not constitute such possession or segregation as a matter of fact as would prevent a prorating. Where grain of different owners has been intermixed in a common mass by an elevator or warehouse, without objection, it becomes common property, and the several owners must sustain any loss pro rata which may occur by diminution, decay, or otherwise.—*Ramsey v. Rodenburg and Otis Farmers Elevator & Supply Co.* Supreme Court of Colorado. 212 Pac. 820.

**Carrier Liable For Damages As Promised by Agent.**—In a shipment of freight f. o. b. point of destination with the right given the consignee to inspect before acceptance, where this inspection is made by the consignee and the agents of the railroad company, and the shipment declined, whereupon the agent entered into an oral agreement with the consignee that, if he would take the shipment and dispose of it to the best advantage, the railroad company would pay him for any damage sustained by him, and where the testimony shows that this agent of the railroad company was in the habit of settling claims for lost and damaged freight, then, under this agreement, the railroad company is liable for these damages, where the freight agent of a railroad company is in the habit of settling claims for lost and damaged freight, but where there is a secret limitation that his authority only extends to settling claims for an amount not exceeding \$100, which fact is unknown to one with whom the agreement was made, then the agent had the apparent authority to make an agreement to settle the claim for lost and damaged freight, which agreement is binding upon the railroad company.—*New Orleans & N. E. Ry Co. v. Interstate Wholesale Grocers*. Supreme Court of Mississippi. 95 South. 316.

**Acceptance of Goods Prematurely Shipped.**—Where goods were ordered, and they were shipped before the time specified in the order, the buyer waived the objection that they were prematurely shipped by accepting them and, without objection, permitting them to remain in his storehouse until they were destroyed by fire six days later.—*J. B. Camors & Co., Morlet*. Supreme Court of Mississippi. 95 South. 317.

**Warehousemen.**—Under Rem. Code 1915, § 3369—27, giving a warehouseman a lien on goods deposited or on the proceeds thereof in his hands for all advances in relation to such goods, a warehouseman has a lien for advances in connection with growing and handling wheat deposited with him, such as twine, sacks, hay, coal, and oats furnished the depositor.—*State Bank of Wilbur v. Almira Farmers Warehouse Co.* Supreme Court of Washington. 212 Pac. 542.

**Shipper Not Liable for Demurrage Due to Carrier's Demand for Excessive Freight.**—When the railroad company demands from a consignee excessive freight on a car containing goods consigned to the consignee, he is under no duty to tender to the railroad company the correct amount of freight due on the car in order to relieve himself from liability for demurrage for delay in unloading the car; but the railroad company, in order to charge the consignee with demurrage, must put him in default by tendering to him the car, either on the payment of the amount actually due it for transporting the car, or without such payment in advance, leaving the amount thereof, if in dispute, to be thereafter adjusted.—*Lexington Compress & Oil Mill Co. v. Yazoo & M. V. R. Co.* Supreme Court of Mississippi. 95 South. 92.

**Garnishment During Federal Control Unauthorized.**—Under the Federal Control Act (Comp. St. 1918, Comp. St. Ann. Supp. 1919, §§ 3115½a-3115½p), providing that no process, mesne or final should be levied against property under federal control and that suits on causes of action arising prior to such control might be instituted and continued to judgment, but with immunity of physical property from levy, and the proclamation of the President prohibiting attachment by mesne process or on execution, a railroad whose property was under federal control could not be made a defendant through garnishment, and such garnishment proceedings were not permitted, because authorized by the statutes of the state.—*Davis, Director-General of Railroads, v. L. N. Dantzer Lumber Co.* Supreme Court of the United States. 43 Sup. Ct. Rep. 349.

**Demurrage.**—Where the unloading conveyor of an oil company had broken down, so that it was unable to unload shipments of cotton seed on the special delivery track, and the carriers immediately on arrival of certain cars of cotton seed oil consigned to the company, notified it by mail, giving the name of the railroad to which the cars belonged, their number, point of shipment, the name of the consignor, and the date of arrival, the failure of the notice to state also that railroad was unable to make physical delivery of the car at the consignee's siding, because the track was blocked with other cars, did not invalidate the notice as notice of "constructive placement," required by Demurrage Rules, rule 5, § A, so as to constitute a defense in an action against the consignee for demurrage charges; the consignee already having the information omitted from the notice.—*Davis, Director-General of Railroads, v. Timmons Oil Co.* U. S. Circuit Court of Appeals. 285 Fed. 470.

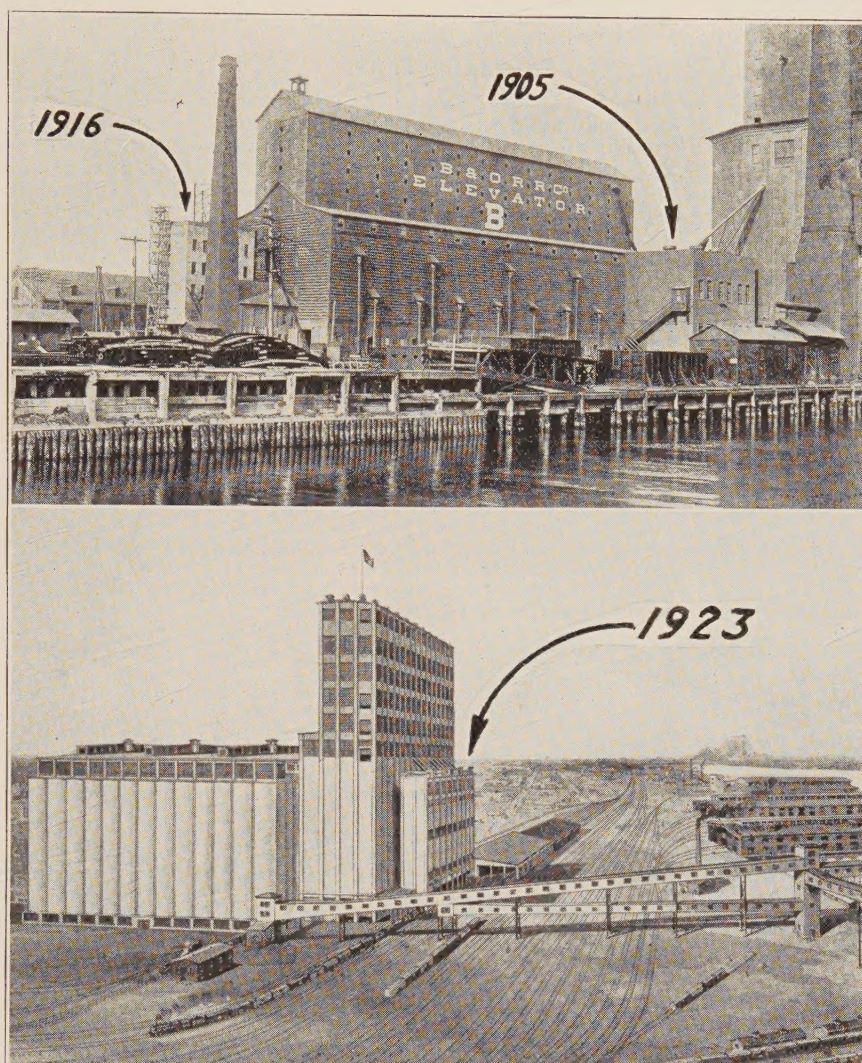
**Shipper's Indemnity Bond to Railroad Co.**—An indemnity bond was issued to protect a railroad company upon the delivery by it of grain to the consignee, though the bill of lading was not surrendered or the accompanying draft paid. It is held, that the bond was not limited to instances where the bill of lading was lost or missing. The bond contained an agreement by the consignee to surrender the bill of lading to the railroad company within five days from the receipt of the grain. There were continued and repeated failures on the part of the consignee to do so, none of which were due to its fraud or dishonesty. The railroad company did not waive the requirement nor give an extension of time. It is held, that such failure did not release the surety on the bond. There was no illegality in the undertaking of the defendant, because of the provisions of the Transportation Act, or the orders of the Interstate Commerce Commission, releasing it from its assumed liability on the bond.—*C. R. I. & P. Ry. Co. v. Theobald Flour Mills Co.* Supreme Court of Minnesota. 191 N. W. 920.

## Railroad Claims Collected

Send in Claims of every description. No collection. No pay.  
**The Security Adjustment Co., Inc.**  
 1132 Builders Exchange Bldg. MINNEAPOLIS, MINN.  
 References: Any bank, mercantile agency, commission firm or editor of this publication.



# A Song Without Words



John S. Metcalf Company, Designing Engineers  
L. A. Stinson, Consulting Engineer

Hess Grain Driers at  
B. & O. R. R. Terminals,  
Locust Point, Baltimore, Md.

**Hess Warming & Ventilating Co.**  
907 Tacoma Building, Chicago



## Dust Explosions Absent in Moist Air.

"There is no doubt that a relative humidity of 40 or 50 per cent will prevent static sparks," reports S. J. Williams, chief engineer of the National Safety Council. "I heard interesting confirmation of this the other day in an address before a dyers and cleaners ass'n by a dry cleaning manager who found that a 40 per cent humidity was sufficient to stop static trouble and no other precaution such as grounding would entirely remove the hazard. I had always supposed that in flour milling there were certain conditions that made it impossible to operate with a 40 or 50 per cent humidity, but it has been shown that a high humidity is practical in flour milling."

Static sparks are not the only cause of dust explosions, the Mutual Fire Prevention Bureau states. If the explosion of the C. & N. W. elevator at South Chicago, Mar. 19, 1921, was not caused by static sparks, then the opinion offered by Mr. Williams may be of value to the trade; but if the explosion was caused by static sparks, the whole theory is overcome because the humidity on the day of the explosion was 59 per cent.

It is believed that the humidity inside and outside of the elevator was not equalized—that the ventilation was insufficient. Dust explosions never occur in boats loading or unloading grain and there is probably more dust in a given area during that operation than in any other known place. The loading spouts have an outside vent at the top which supplies sufficient humidified air to prevent explosions, since the wheat dropping down spout draws in air thru the vent.

If static electricity is responsible for many of the dust explosions that have occurred in the past few years, and a humidity of 40 to 50 per cent will stop further explosions, it is well worth further investigation.

E. N. Bates, formerly ass't professor of mechanical engineering of Penn State College states that air in its natural state contains from 7 to 100 per cent humidity, but if it were possible to keep the air in elevators at the saturation point, dust explosions would be impossible. The cost of doing this would be so expensive that it would be impractical.

## No Discord Between Dust Hazard Committees

J. G. Hubbell, Secretary of the Committee on Dust Control in Grain Elevators, has brought to our attention comment following interview with him published in our issue of Feb. 25, page 276, which he feels is likely to produce an unfavorable impression of the work of these committees.

He says, there is no conflict between Mr. A. R. Small's Committee on Dust Control in Grain Elevators and the National Fire Protection Association Committee on Dust Explosion Hazards of which Dr. D. J. Price of the U. S. Bureau of Chemistry is Chairman. The N. F. P. A. Committee regulations are being drafted as a valuable and practicable guide to future construction. The Committee on Dust Control in Grain Elevators is working with the problem as it stands in elevators already built. The recommendations of both committees will be substantially identical with reference to identical situations. The N. F. P. A. recommendations are necessarily more detailed and comprehensive.

The work of both committees to date has been based wholly on observations of established successful terminal grain elevator practice. It is felt that tests are necessary to determine certain disputed points. The N. F. P. A. Committee is not conducting tests but that is because the results of the investigation undertaken by Mr. Small's Committee on Dust Control should serve for both committees.

Mr. Hubbell says that both committees are exceptionally well qualified for the work they have undertaken. He particularly solicits a

careful examination and constructive criticism of the proposed draft of the N. F. P. A. Regulations published in the Grain Dealers Journal of March 10th, page 330, and points out that if through the action of these committees the terminal grain elevator operators were to find themselves confronted with suggestions which they esteem impracticable the fault would lie with the grain elevator men as every effort is being made by both committees to get the co-operation and constructive criticisms of the elevator interests in this work.

## Insurance Notes.

SPRINGFIELD, ILL.—House Bill 473 amends certain insurance acts and provides that mutual companies shall maintain assets of \$25,000 above liabilities and publish an annual statement as now required of stock fire insurance companies.

SPRINGFIELD, ILL.—House Bill 267 introduced on Mar. 6 and referred to Com'te on Insurance, makes it unlawful for a common carrier to engage in the insurance business. Each policy is a separate offense and punishable by a \$10 to \$50 fine.

MINNEAPOLIS, MINN.—James E. Sheehan has joined the northwest staff of the Hartford Fire Ins. Co. He is connected with the Mill and Elevator Department with headquarters here. For three years he had been in the Chicago office of the company.

DES MOINES, IA.—Senate File No. 638, was amended and reported favorably by the Com'te on Insurance. It provides in part that any mutual insurance company shall deposit \$100,000 with the commissioner of insurance in approved securities for the protection of its policy holders in the state or elsewhere. The company may thereafter issue policies for cash premiums without an additional contingent premium.

LANSING, MICH.—Senate Bill No. 123, an act to revise, consolidate and classify the laws of Michigan relating to insurance companies and surety business, to regulate the incorporations of domestic insurance and surety companies and associations and the admission of foreign companies, to provide for the departmental supervision and regulation of the insurance and surety business, was passed by the House Mar. 26.

A BILL to license any general, district, state or special insurance agent in the state of Michigan has been introduced by Geo. Brown, and on Mar. 28 the bill was reported substituted by the Com'te on Insurance. Insurance companies shall, under the bill, from time to time certify to the Insurance Commissioner the names of all agents appointed by them. All applicants to be insurance agents must apply for a license and be a resident of the state.

CIVIL service examinations will be held April 25 for positions of junior dust explosion prevention engineer in the Bureau of Chemistry, Dept. of Agriculture, at salaries of \$1,440 to \$1,800 per year. On April 24 examinations will be held for positions of assistant dust explosion prevention engineer at \$1,800 to \$2,500 a year, and associate dust explosion prevention engineer at \$2,500 to \$3,000 per year.

SPRINGFIELD, ILL.—House Bill 288, introduced Mar. 7 and referred to Com'te on Insurance, requires every insurance company in Illinois to file with the Director of Trade and Commerce a copy of every contract, binder, or rider used by the company, and forbids use of each until approved by director.

## Radio Flashes.

HAIALEAH, FLA.—The Tropical Radio Telegraph Co. is constructing a huge radio terminal here to be the second largest in the United States. It is to handle all South American, Central American and West Indian radio business.

THE Radio Corporation of America, New York, N. Y., had a total of \$11,286,489 gross sales in 1922, compared with \$1,468,920 in 1921. The revenue from commercial communication service has brot the total income to \$14,830,857, compared with \$4,160,845 in 1921. The figures show the enormous increase in the demand for radio apparatus during the past year.

OMAHA, NEB.—The Omaha Grain Exchange has made an appropriation for the enlargement of its radio broadcasting station on top of the Exchange. Towers for the new plant are now being erected. When complete, the sending station will be one of the largest and best in the country. Many country shippers requested the new addition because of inability to receive quotations from the old station.

A STRANGE thing about radio is "dead spots" through which waves refuse to travel. Operators find it impossible to communicate between certain cities, the worst being between Washington and Baltimore. While this is but forty-odd miles, it is necessary to send from Washington to Chicago and then relay the messages back to Baltimore. Other dead spots exist between Pittsburgh and Cleveland, Hartford, Conn., and Boston, and Providence and Boston. It is possible that certain grain dealers who cannot receive some markets may be located in such a "dead spot" and until the mystery is solved will be unable to receive from certain directions.

## Books Received

WHEAT PRODUCTION IN KANSAS gives all the important factors of raising this grain in the state of Kansas. S. C. Salmon and H. M. Bainer, authors, tell of the soils necessary for production of good wheat, climate, wheat in the United States, wheat in Kansas, profits depending upon high yields, maintaining yields of wheat, diversified farming and wheat production, quality of wheat, preparing ground for wheat, time to seed wheat, depth to seed wheat, methods of seeding, rate to seed wheat, volunteer wheat, pasturing wheat, rolling and harrowing wheat, kinds of wheat in Kansas, seed wheat, care of wheat at harvest, more farm storage needed, market classes and grades of wheat, wheat smut and injurious insects. Paper bound, 32 pages, by the Kansas State Agricultural College, Extension Bulletin No. 41, Manhattan, Kan.

## Fire Barrels That Will Not Freeze at 55° Below Zero



Our 50 gallon Metal Fire Barrels will save you any worry. Complete with 3 buckets hung on hooks and submerged in anti-freeze solution ready for instant use.

Write for full particulars to

**CARBONDALE CALCIUM COMPANY**  
CARBONDALE, PENN.





# Clean Up The Dust!

ACCUMULATION of dust on beams, machines, pulleys and walls is responsible for serious destruction to mill and elevator property by fire and explosion.

Cleanliness is important to the safety of your property. It is also important that you provide for indemnity in time of misfortune by being insured in the Hartford Fire Insurance Company which, for well over a century, has never failed to pay an honest claim.

## HARTFORD



**Mill and Elevator  
Underwriters and  
Engineers**

can assist you in preventing fire loss and explosion through fire prevention methods and adequate insurance.

*Call or write*

**Hartford Fire Insurance Co.**

*Mill and Elevator Department*  
H. W. DONNAN, Supt.

**39 So. La Salle St.**

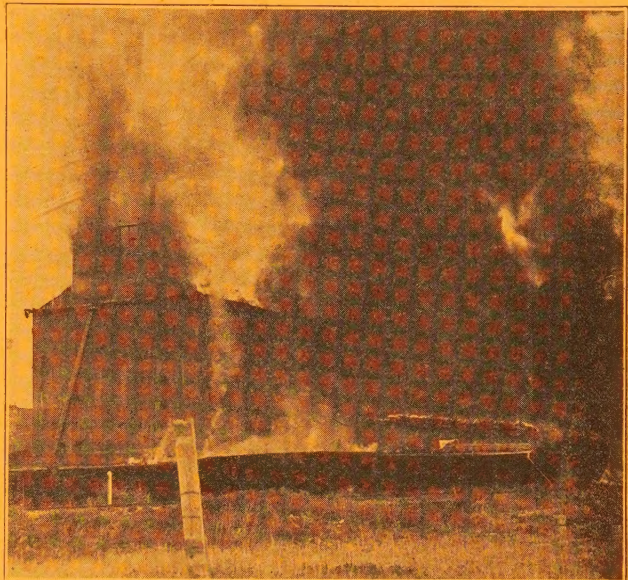
**Chicago, Ill.**

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President      Geo. A. WELLS, Secretary  
A Legal Reserve Mutual Fire Insurance Company

## Tomorrow May Be Too Late



**Make It Safe—TODAY**

**Mutual Fire Prevention Bureau**

230 East Ohio Street

Chicago, Ill.

E. A. Brown, Pres.  
Luverne, Minn.  
W. J. Shanard, Vice-Pres.  
Bridgewater, S. D.

B. P. St. John, Treas.  
Worthington, Minn.  
E. H. Moreland, Sec'y  
Luverne, Minn.

**Tri-State Mutual  
Grain Dealers' Fire Insurance Company**  
LIVERNE, MINN.

A Grain Dealers Company writing Fire and Tornado Insurance on the Mutual Plan. We have returned 50% of the Deposit Premium for 20 years. Let us tell you about our Provisional and Short Term Grain Insurance. 100% Protection all the time.

## The "Grain Dealers Mutual"

No. 4.

During the twenty years it has been in business, this Company has made a careful study of the fire hazards of the country elevator, and is ready at all times to furnish information on the subject to any grain man desiring it.

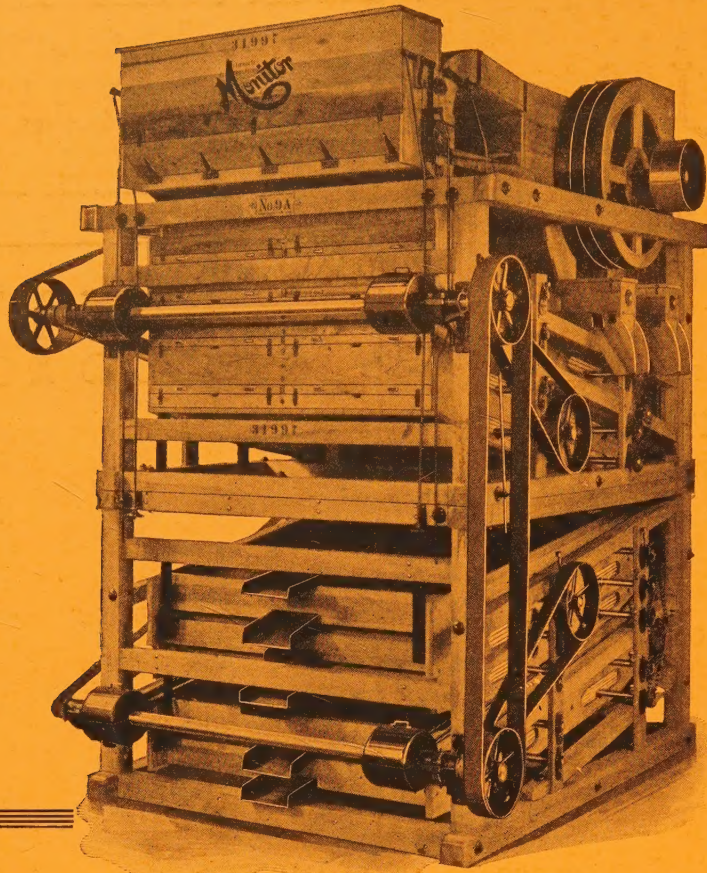
WESTERN  
DEPARTMENT  
300 Keeline Bld'g  
Omaha, Nebraska



C. A. McCOTTER  
Secretary  
Indianapolis  
Indiana

The Company of Grain Men, for Grain Men,  
operated by Grain Men.





## **Get That Value—It's Yours**

Hidden away in your screenings is considerable value. It's in the good wheat, the oats, the flax, the mustard and the cracked wheat, all of which are usually present in screenings from virgin stock. The MONITOR Screenings Separator is the accepted means for reclaiming these items. Send the screenings as they run into the machine and arrange to spout away the separations. Each of the products are delivered separately and ready to go on the market at their true value. In shipping such stock as "Screenings," you deliberately put aside a material profit. Make your work count. Stop wasting opportunity. You will find the large elevators using the machine. There is a size for moderate capacity, as well. Write us. Send us sample of your screenings, for test.

## **Huntley Manufacturing Company** **SILVER CREEK, N. Y.**

*Our Representatives, At Your Service*

**Chicago, Ill.**

A. D. McPherson, 410 Webster Bldg.

**Kansas City, Mo.**

J. B. Ruthrauf, Coates House

**Dayton, Ohio**

W. B. Sutton, 236 Boyer St.

**High Point, N. C.**

C. T. Burton, 116 Taylor St.

**Minneapolis, Minn.**

A. F. Shuler, 218 Iron Exchange

**Winnipeg**

Will Hill, 217 Corn Exchange

**Harrisburg, Penna.**

B. L. Brooks, Governor Hotel

**Canadian Plant**

Tillsonburg, Ontario